

MICHIGAN TRADESMAN

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VOL. XII.

GRAND RAPIDS, JANUARY 2, 1895.

NO. 589

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TIMOTHY F. MOSELEY

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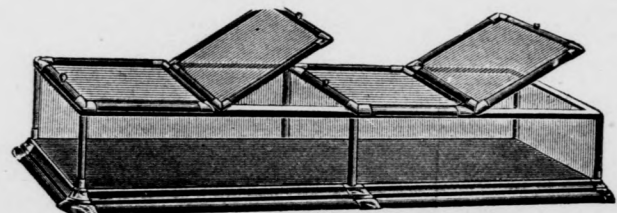
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MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, JANUARY 2, 1895.

NO. 589

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POWDERS
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THE BACK OFFICE.

Written for THE TRADESMAN.

With the Thanksgiving home-songs
still ringing in our ears, and the Christ-
mas carol still upon our lips, we turn
with reverent hand the leaf that divides
the old year from the new. It is easy,
now that the chapter in this life story is
written, to see, as we read it over, where
it might have been improved; but the
record is written, the leaf is turned, and
the white page before us is what we are
to consider now.

There will be to-day many a regretful
sigh, whose burden will be the saddest
"of all sad words of tongue or pen." That
is well enough if there is sorrow and
repentance, if need be, for what has
been; but the sun set on all that last
night. "Joy cometh in the morning" and
on this first morning of the year, with
back to the past and face to the future,
let us go on our way rejoicing.

What is there to rejoice over? The
fact that there is still a future, for one
thing. Be it ever so little, there it lies
before us, and here we are with brain
and hand, and, we trust, with hopeful
hearts, ready to make a glorious past of
that future if God will.

How shall we do it?
"Act—act in the living present,
Heart within and God o'erhead."

The devoted wife is longing for a word
of tenderness. Give it in God's name.
A neighbor whom the world has been
looking down upon wants a word of
cheer. Give him a "hello" right from
the heart with a hearty hand grasp, and
hear him as he goes singing as a refrain
the song that the angels exultingly sang.
Is he hungry and are we poor? So was
Sir Galahad, but how sweet the crust of
bread was which he shared with the beg-
gar at his gate in the name of Christ!
Has sorrow supped with us? She has
been humanity's guest since the days of
Eden, and we, like her, driven with flam-
ing swords from the garden, have

—"the world before us where to choose
Our place of rest and Providence our guide."

Have the years found us and our work
a failure? We have seen only the wrong
side of the pattern we have been weav-
ing, and, be it only the background, how
this poor work of ours will bring out in
His own good time the glorious design.
Is life's summer ended and is it too late
now to plant again? Let us plant and
trust that God will withhold the early-
coming frost; and who knows what a
timely rain may do for the drought-
blighted crop, and what a beautiful har-
vest may yet be carried home to the
barns upon creaking wains?

Work! That is the secret of the fu-
ture, as it has been of the grandest past;
only let us remember that it shall be
work with which He shall be well
pleased. This for the coming twelve-
month and the leaf then turned will be
aglow with the promise of a golden
crown.
RICHARD MALCOM STRONG.

* * * * *
"It seems unnecessary to state in a
journal read only by business men, that
a man, to be a success, must be honest,
and we doubt whether this fact is en-
dorsed by business men."

The endorsing is all right—there is no
mistake about that—but there are a good
many things in this wicked world which
we endorse promptly [enough—we do
that for the other "feller"—and then go
right along in the same old way. The
trouble lies in the application of the
principle laid down in the endorsement.
It is too general. The world, the flesh
and the devil are responsible for all ex-
isting wickedness. There's where you'll
find the scalawags. There is nothing
they won't do, but between them and us
there is a great guif fixed.

Good, and good again; and now, with
them off there where they belong, let's
ask each other a few home-questions.
My first:

Did you feel any better the other day
with the two cents you got for that yeast-
cake you sent to old lady Jones and
which you knew was bad? Did you
chuckle a little, or turn red in the face,
when you deftly turned over the big
apple with a big speck in the half bushel
you sold this morning? Not to go too
deeply into the back-store work, I'd
kind o' like to know if you have any idea
how pitiful it was to hear you humming,
"Shout the glad tidings, exultingly
sing," while you poured the water into
the oysters.

Oh, now, there isn't any use in getting
mad or telling me to hump right over to
my own doorstep and scrub on that. This
is the season of the year when in "love
and charity" for all men, we lovingly ex-
change doorsteps; and so I wanted to
ask you if any of these little two-cent
transactions, which the world, the flesh
and the devil know nothing about, even
in the short run, pay; and whether the
three just referred to would be quite so
sure of finding us all at home and "spot-
ting us" in a general way, if we should
toss the bad yeast-cake and the rotten
apple into the waste-barrel and sell the
oysters straight? There may not be as
big a cash balance at the end of the
year; but I'll give you a pointer right
here, that the man who stuffs his goose
with that kind of gain doesn't, when he
leaves this world, drop plump into King-
dom Come! See?

You want to ask me some questions?
Oh, no, you don't. While you were doing
your level best with the apple, I was
pegging away in the back store at the
oysters. Shake!

* * * * *
About the most unwise thing a mer-
chant can possibly do is to scold a clerk
in the presence of customers.

That depends a great deal upon how
you look at it. There are times when a
clerk, like the rest of mankind, is purely
human, and he may, like the often-
quoted worm, turn, if the foot presses
too hard. Suppose, for instance, that
nature has done much for him in the
way of make-up. He is tall and well-
proportioned and correspondingly stout.
Exercise has strengthened his muscles
until they are as strong as steel. He is
well up in the manly art of self-defense
and has a fiery temper. Some young

ladies are shopping, among them the
clerk's "best girl," and the proprietor,
right before them, gives the young man
a good old-fashioned raking down. As
a natural consequence, the clerk gives
"the old man" a good old-fashioned
lickin'. Under those circumstances the
scolding was the wisest thing that could
have happened. The merchant learned
a much-needed lesson, the clerk took a
bit of most enjoyable exercise, and the
two, if the clerk remained, understand
each other, and so get along better to-
gether ever after. If the clerk left—and
it is to be hoped he did—the lesson had
been taught just the same and the clerk,
his duty done, found new fields to con-
quer. Unwise! Not a bit of it. Any-
thing that improves the world should
never be so regarded, and, when we
come right down to business, there is
nothing that will do a snapping, fault-
finding, over-bearing "boss" quite so
much good as a right up and down good
lickin'!

Shoemaker, Stick to Your Last.

From the American Artisan.

Jacks of all trades have always been at
a discount, but sometimes encroachments
of men of one line of business upon the
field occupied by another is more mis-
chievous than at other times. The pub-
lication of a first-class trade paper is
about all that any man can undertake,
but a man can run a second-rate paper
and dicker in other lines, easily enough,
to the general disturbance of trade and
the ultimate detriment of his paper and
the latter's patrons. We don't have to
go to Kamchatka for an illustration of
the evil workings of this deviation from
the sound laws underlying the building
up of a successful business. An adver-
tising agent struck the maker of the A.
B. C. heater for a contract recently.
This gentleman did not show marked en-
thusiasm when the subject was broached
and the agent didn't get any business.
He tried again. No luck. Wanting to
get this business, the advertising agent
offered to take the contract out in trade.
Manufacturer thoughtlessly consented.
The result was, of course, that the agent
had a supply of furnaces on hand. In
order to dispose of them in competition
with the regular trade, he cut prices, and
thus disposed of his goods. This irreg-
ular proceeding worked a great hardship
on the dealer who was the regular A. B.
C. heater representative in this adver-
tising agent's locality. This dealer had
spent time and money in creating a de-
mand for this particular make of fur-
nace. Its merits became quite generally
recognized in his locality, owing to his
personal endeavors, and a local architect
specified the A. B. C. furnace for a new
building. Mr. Dealer puts in his bid and
finds that he loses the job because some
one else bids to put in this furnace at
prices that he, the regular agent of the
manufacturer, can't begin to meet. He
investigates this matter and finds that
this advertising agent has been getting
one of the furnaces he took in trade off
his hands for what he could get for it.
This was a rank injustice to the dealer in
question, and must react, not only against
the advertising agent, whose paper thus
loses friends among the dealers of his
locality, but against the thoughtless, but
perfectly innocent, manufacturer, who
did not think what damage to his inter-
ests the cheap-John tactics of the adver-
tising agent would do. The moral of
this article is well exemplified in the old
adage: "Shoemaker, stick to your last."

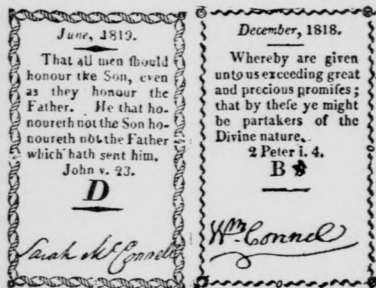
MEN OF MARK.

John McConnell, the Pioneer Monroe Street Merchant.

The rapid growth of such a city as Grand Rapids makes the number of those who have gained a competence by steady trade and have retired from their labor to enjoy its fruits comparatively few. Among the few examples of this class stands the subject of our sketch, John McConnell. It is now about a quarter of a century since Mr. McConnell retired, his retirement being hastened by poor health, after nearly the same period spent in steady, profitable trade; and although that period embraced some of the most serious panics and financial crises, including the derangements of the war, he was never compelled to make the least compromise with a creditor.

Mr. McConnell is a native of Newbury, Berkshire, England, his birth occurring in the year 1821. His school days, at a local academy, terminated at the age of 10, for the reason that his mental activity was too great for an apparently frail constitution. As may be inferred from his name, he is of Irish parentage. He has taken much pleasure in tracing his lineage back in one of the oldest families of the Emerald Isle.

His parents were residents in England during the early days of the Methodist movement, and were converted to that faith under the preaching of John Wesley. Among his mementos of that period Mr. McConnell has a couple of the class meeting "tickets" with printed texts, which are of sufficient interest to warrant their reproduction in this connection.



His father was a local preacher for many years. He engaged in that work in this city during his residence here in the '40s.

In 1833 his family came to this country, finding a home in the young and thriving village of Rochester, N. Y. During his boyhood in that place the subject of our sketch was a member of the first fire department under the administration of the first Mayor, Johnathan Childs, after the organization of the city, and served in the second military company, the Rochester City Cadets. During this time he was employed as a clerk in different mercantile houses, where he laid the foundation of a business education that has since served him so well.

1842 he removed to Mt. Morris and a little later to Dansville, both young settlements in the still new Genesee valley. In the latter village he opened a store, where he remained in business for three years. Not content with the prospects of that locality, after traveling and investigating others extensively, he decided to risk his fortune in the backwoods village of Grand Rapids, where he arrived in 1847. The wisdom of his

choice has been sufficiently demonstrated. Soon after his arrival he opened a hardware store on Monroe street, afterwards removing to Canal street.

In 1848 Mr. McConnell was married to Mary Escott, whose father, Henry Escott, was among the earliest residents here. The marriage was solemnized by Dr. F. H. Cummins, the first rector of St. Mark's Episcopal church. They have two sons and one daughter.

Mr. McConnell's business was as steadily profitable as was possible during such a variable business period. His reputation for square dealing and reliability early earned for him the confidence of the Indians, and it is interesting to look over his early



account books, which he still preserves, and find their curious and uncouth names. He, also, for the same reason, enjoyed a large trade with the early Holland residents. It is interesting to note the names of various clerks in his store, who are now among our best known and successful business men.

In 1858 Mr. McConnell bought an unimproved ten acre lot in the woods south of the village, on which he built himself a home, where is now the corner of South Division street and Wealthy avenue, which has since been the family residence. Its exterior appearance has been preserved with very little change during the period of over forty years, while the interior has been gradually improved as better modes of living have come into use, so it is still an ideal home. Of course, the ten acre wood lot, woods and swamp, has been something of a factor in their prosperity.

Since his retirement from business he has purchased extensive tracts of land in the northern part of the State. He owns about 1,000 acres in the vicinity of Bear Lake, near Petoskey, purchased of the G. R. & I. Railroad. Of course, this gives them a pleasant interest in spending their summers in that region.

During his residence here Mr. McConnell has always been active in projects for the improvement of the city. He early recognized the desirability of railroads and was active with money and other assistance in bringing in the Michigan Central, Lake Shore and Michigan Southern, Grand Rapids and Indiana, Detroit, Lansing and Northern, and was one of the directors of the Grand Rapids and Holland Railroad until it passed into

the control of the Chicago and West Michigan.

During his business career Mr. McConnell found time to attend to his share of social and public duties. He was early called to office in the city government, in which he served in a variety of positions, from overseer of highways to alderman. He served in the latter position and as supervisor for several terms and was the first school trustee from the first ward.

Mr. McConnell was one of the early members of St. Mark's Episcopal church and has served for many years as vestryman. He has held prominent positions in the various city and state charities, as trustee of St. Mark's Home and Hospital, and Trinity School, at Flint. He became a Mason in Grand River Lodge in 1849 and has passed all the degrees of the original American system. He was a charter member at the organization of Valley City Lodge and was the first Recorder of De Molai Commandery, K. T.

Mr. McConnell has always taken great pleasure in preserving mementos of the past, and by their aid recalling the incidents of his early life. For instance, he has the account books of his short mercantile career in Dansville, as well as of the longer one in this city. He has many war relics, such as saddles used by historic men, regimental flags, etc.

Do not many men of business make a mistake in having so little care for the preservation of the records and reminders of life? And are not their declining years deprived of much of pleasure and interest by such neglect?

Use Tradesman Coupon Books.



WALTER BAKER & CO.

The Largest Manufacturers of PURE, HIGH GRADE COCOAS AND CHOCOLATES



on this continent, have received HIGHEST AWARDS from the great Industrial and Food EXPOSITIONS

IN Europe and America.

Unlike the Dutch Process no Alkalies or other Chemicals or Dyes are used in any of their preparations. Their delicious

BREAKFAST COCOA is absolutely pure and soluble, and costs less than one cent a cup.

SOLD BY GROCERS EVERYWHERE.

WALTER BAKER & CO. DORCHESTER, MASS.

WHAT STOVE MERCHANTS

With Experience in the Trade Have To Say about the Majestic.

Hughes & Otis, Fond du Lac, Wis.

The Majestic Steel Range is without a peer as to cooking apparatus. (Thirty years' experience in the stove business.)

D. & F. Lusel, Watertown, Wis.

After a most thorough test with both hard coal and wood, we unhesitatingly say that the Majestic Steel Range is the best cooking apparatus we have seen in our forty years' experience in the cook stove business.

James Montgomery, Warsaw, Wis.

Fifty Majestic Steel Ranges in use. Every user delighted. The Majestic is, without doubt, the best cooking apparatus in the world. (Thirty years in the cook stove business.)

Newark & Drury, Cadillac, Mich.

We are glad we control in Cadillac the best cooking apparatus made—the grand Majestic Steel Range.

A. H. Sheldon & Co., Janesville, Wis.

After a most thorough and scrutinizing test, we believe that the people who do not use a Majestic Steel Range waste the cost of it every year in the unnecessary amount of fuel consumed and the waste of food by improper baking.

Harry Daniels, Jerseyville, Ill.

I never learned what a cooking apparatus was until, during the exhibit, the value of the Majestic and its many excellencies were demonstrated to me. Over one hundred in use. Every user delighted.

P. D. Ray & Son, Arcola, Ill.

Two years ago we bought one Majestic Range and kept it on our floor. Since we have had a practical demonstration of its value, we have sold nothing but Majestic.

H. Krippene, Oshkosh, Wis.

I have been selling the Majestic for over four years. Every user says they enjoy it more and more each day as they become more familiar with its virtues.

W. D. Cooke, Green Bay, Wis.

Have sold the Majestic Steel Range for four years. Have not furnished one cent of repairs or had one single complaint. The users unite in saying that no words written or spoken can speak more highly of it than it deserves.

Durning Bros. & Co., Menominee, Mich.

It is simply absurd to compare any other cooking stove or range that we have sold in our experience in the cook stove business with the "Majestic" in economy of fuel and facility and dispatch in properly preparing food for the table.

V. Tausche, La Crosse, Wis.

The virtues of the Majestic Steel Range, which have been demonstrated to us and our people during the exhibit here, were both surprising and gratifying to us. Every user (of which there are a large number) says we did not tell them half the advantages of the Majestic over the cook stoves they had been using.

H. K Johnson Hardware Co., Alton, Ill.

Since the Majestic exhibit at our store, the people who are able are looking only for the Majestic Steel Range when they want something with which to cook.

The Hannah & Lay Mercantile Co., Traverse City, Mich.

The Majestic is substantial in its construction, perfect in its operation and the best that can be had. Our personal guarantee of every part and place in this range goes with every one we sell.

Edwards & Chamberlin, Kalamazoo, Mich.

The Majestic, for durability, economy of fuel, perfect operation, and all the qualities that go to make a perfect cooking apparatus, stands without a rival.

Kanter Bros., Holland, Mich.

The Majestic is perfect, the delight of its users, and stands without a rival as a cooking range.

The opinions of the above merchants, who have given a lifetime to the stove business, are above criticism and conclusively prove beyond a doubt that the Majestic is in every particular all that is claimed for it.

For further particulars address

J. W. JOHNSTON, Manager, Grand Rapids, Mich.

ALMOST EXINCT.

Survivors of Old-Time Methods and Trades.

From the New York Sun.

Fifty years ago, in the good old days when sewing machines were unknown, there were tailors of an order rarely found at present. They began to learn their trade as apprentices, serving seven years. Ready-made clothing was unknown, and the price for making a suit, cloth and trimmings furnished, was more than a similar suit can be bought for today ready made.

A few of the old-timers are left, but they say that the business has gone to the women and the foreigners, and that an honest garment or an honest piece of cloth is hardly to be had. These old fellows stick to the old ways, use the brush, and sit crosslegged. They have never learned to use the sewing machine. Some tolerate it, but hire a woman to run it. Some of them are very well to do. They have no shop for the public, but work only for their regular customers, and the latter are usually as old-fashioned as the tailors. When one of them is in need of a garment due notice is given. The tailor calls at the customer's residence, and receives his instructions. No price is mentioned and no samples are shown. The first of the year a bill is rendered for all the work done the previous year. The prices would astonish the modern young man, and they may not have changed since the good old days.

Ready-made shoes and machinery have disastrously affected the old-fashioned shoemaker and his trade, also. Fifty years ago or so the wealthy had their boots—people wore boots then—made of imported French calf, and men in moderate circumstances contented themselves with calf, kip, or cowhide, according to their walk in life. From \$15 to \$18 a pair was not an excessive price for extra fine boots. A saving was made if the legs of the boots could be used a second time. In the country it often happened that the shoemaker was also the 'Squire, and a job was sometimes laid aside that he might attend to a case in his capacity as Justice. At night the village shop was the rendezvous for the philosophers of the neighborhood, and the shoemaker was usually the highest authority. He could work and think, or work and talk. In these days a man may not wear boots with legs and be in style; still there are some who stick to the old fashion. It is noticeable that if a pair of feet with boots are exposed, the younger set of the day regard the boots as a curiosity, and are inclined to smile at them. To-day there may be found, in some of the by-streets, cobblers who have been on the bench fifty or more years.

In the olden time the cabinetmaker held a prominent position. Besides making and mending tables and bedsteads, he was called upon not only to make the coffin—they were not called caskets then—but also to take charge in a general way of the care of the dead and to be master of ceremonies at a funeral. Very often the cabinetmaker was a deacon in the church and was very apt to be thrifty and well to do. In this city, there are still cabinetmakers of the old school. Mostly French, German, or Swiss, they served a long apprenticeship in the old country, and are expert workmen. Many of them are fine carvers. The work they do is seldom on sale in the modern furniture store, because it is too expensive, a single piece often costing hundreds of dollars. Their homes are their shops, although some are employed for months at a time finishing the interior of perhaps one room in the modern house of a wealthy man. Wood-working machinery has displaced thousands of these mechanics, but the expert can always detect machine work, which is not popular with the connoisseur.

Fully Up to the Times

Are the methods and ideas taught at the Grand Rapids Business College.

Use Tradesman Coupon Books.

PROVISIONS.

The Grand Rapids Packing and Provision Co quotes as follows:

PORK IN BARRELS.	
Mess.	12 50
Short cut	12 50
Extra clear pig, short cut	14 00
Extra clear, heavy	13 25
Clear, fat back	13 50
Boston clear, short cut	13 50
Clear back, short cut	13 50
Standard clear, short cut, best	13 75
SAUSAGE.	
Pork, links	6 1/2
Bologna	5
Liver	6
Tongue	8 1/2
Blood	6
Head cheese	6
Summer	10
Frankfurts	7 1/2
LARD.	
Kettle Rendered	8
Granger	7 1/2
Family	6
Compound	5 1/2
Cottolene	7 1/2
Cotosuet	6 1/2
BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs	7 25
Extra Mess, Chicago packing	7 00
Boneless, rump butts	9 50
SMOKED MEATS—Canned or Plain.	
Hams, average 20 lbs	9 1/2
" " 16 lbs	9 3/4
" " 12 to 14 lbs	10
" picnic	7 1/2
" best boneless	8 1/2
Shoulders	6 1/2
Breakfast Bacon boneless	9
Dried beef, ham prices	10
DRY SALT MEATS.	
Long Clears, heavy	6 1/2
Briskets, medium	7 1/2
" light	6
Butts	6
D. S. Bellies	6
Fat Backs	6
PICKLED PIGS' FEET.	
Half barrels	3 25
Quarter barrels	1 75
Kits	90
TRIFE.	
Kits, honeycomb	75
Kits, premium	85

MICHIGAN BARK AND LUMBER CO,

GRAND RAPIDS, MICH.

18 and 19 Widdicomb Bld.

N. B. CLARK, Pres.

W. D. WADE, Vice-Pres.

C. N. CLARK, Sec'y and Treas.

We are now ready to make contracts for bark for the season of 1895.

Correspondence Solicited.



USE JENNINGS' FLAVORING EXTRACTS

SEE QUOTATIONS.

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

Dress Goods, Shawls, Cloaks, Notions, Ribbons, Hosiery, Gloves, Underwear, Woolens, Flannels, Blankets, Gingham, Prints and Domestic Cottons.

We invite the attention of the trade to our complete and well assorted stock at lowest market prices.

Spring & Company.

Martin L. Sweet has assumed control of Sweet's Hotel, retaining the Messrs. Irish as managers. Extensive improvements will be made throughout the house. Steam heat is being put in every room, and it is expected that the office, remodeled and newly decorated, will be one of the handsomest in Michigan.

HIRTH, KRAUSE & CO.
Headquarters for
Over Gaiters and Leggings
\$2.50 per dozen and Upwards.
Lamb Wool Soles in 3 grades.
Duck and Sheepskin Slippers.
Mail us your order and we will guarantee satisfaction in both price and quality.

Avoid the Curse of Credit
BY USING
COUPON BOOKS.

THREE GRADES:
Tradesman, Superior, Universal.
Manufactured only by
TRADESMAN COMPANY,
Grand Rapids, Mich.
Chas. Petersch,
JOBBER OF
Imported and Domestic Cheese
Swiss, Brick and Limburger a Specialty.
161-163 West Bridge St. Telephone 123.
GRAND RAPIDS

QUEEN * FLAKE BAKING POWDER
THE ONLY HIGH GRADE BAKING POWDER
SOLD AT THE PRICE * 6oz CAN 10¢ 9oz CAN 15¢ 1lb CAN 25¢
NORTHROP, ROBERTSON & CARRIER
LANSING, MICH. MANUFACTURERS. LOUISVILLE, KY.

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Calumet—Knox & Wilner succeed Walls & Co. in the dry goods business.

Rockford—Thompson & Keeley succeed A. A. Thompson in the produce business.

Mt. Pleasant—Stevens & Peaks have purchased the grocery business of Hamilton & Co.

Otsego—Frank Hart has purchased Eber Sherwood's interest in his Allegan Store stock.

Lansing—Garber & Tenney succeed Hopkins & Tenney in the agricultural implement business.

Benzonia—The Case Mercantile Co. has purchased the McDonald & Judson general stock and consolidated it with its own stock.

Lansing—J. A. Park, boot and shoe dealer, has admitted his son to partnership, the style of the firm being J. A. Park & Son.

Hastings—Freer Bros. have purchased the Fleming dry goods and grocery stock and will continue the business at the same location.

Allegan—Abell, Phillips & Co. have sold their hardware stock to John F. Dryden, who will continue the business at the same location.

Belding—Bond, Spencer & Co. have purchased the grocery stock of Welsh, Cobb & Co. and consolidated it with their own stock, E. R. Spencer taking an interest in the business.

Belding—Thos. Welsh has purchased an interest in E. R. Spencer's boot and shoe stock. The stock will be moved to Spencer Bros.' new store.

Hudson—Miller, Bond & Hilton have sold their wholesale produce business at this place and Van Wert, Payne and West Unity, Ohio, to Green & Co. and Hilton Bros. & Co. of Boston.

East Jordan—Alonzo Heston, dealer in boots and shoes at this place, died a few days ago, the remains being taken to Bedford, Ohio, for interment. The shoe business will be continued under the style of M. E. Heston.

Sturgis—A German lady stepped into the store of Burdick & Company here recently and in response to an inquiry from the clerk if she wished anything, said: "Yaw, I wish you wouldt change mine shirt for me." The astonished clerk nearly fainted, but when he had recovered from his extreme embarrassment he found that the garment mentioned belonged to her son, and that she had purchased the same a few days before.

Kalamazoo—Nelson Abbott, dealer in drugs at the corner of Main and Edwards streets, was arrested Saturday on a warrant sworn out by A. E. Ewing, of Grand Rapids, attorney for the State Board of Pharmacy. He is charged with illegally compounding prescriptions and dispensing poisons, since he is not a regularly registered pharmacist. The case was adjourned to Jan. 14. Mr. Ewing says that other cases will follow and hints that he contemplates a raid on all unlicensed druggists.

Detroit—Is to have another large clothing establishment and C. H. Michell, the grocer, will be interested in it. The official announcement will be made early in January. Ever since Mr. Michell leased the premises now occupied by Madame Rabaut and F. G. Smith & Sons for a term of fifteen years, there have been rumors without number as to what Mr.

Michell's plans were. It was his intention at first to move his present business there, but these plans have been changed. "I intend keeping my grocery just where it is now, as I have a three years' lease of it yet, and I have decided to start a clothing store at the other place. The firm has been practically formed, but, owing to the business relation of one or more of the gentlemen who are in with me, I am not at liberty to tell the public who my partners will be until the public announcement of the firm is made."

MANUFACTURING MATTERS.

Pokagon—The butter and cheese factory here will be sold to the highest bidder on Jan. 15.

Ludington—The Pere Marquette Lumber Co. has but 2,225,000 feet of lumber in cross pile on its docks to be carried over the winter.

Stearns Siding—J. S. Stearns's sawmill is running night and day, but the planing mill and box factory are operated but eight hours a day.

Bay City—Russell Bros. & Co. are, as yet, undecided as to rebuilding their plant, damaged by the boiler explosion last week. They had a fairly good year and had just about got on their feet. They will not rebuild at present, but may do so later on.

Bay City—Business appears to be booming at Davidson's ship yard. At the present time over 500 men are employed. It is asserted that the city would need a relief store this winter for the poor but for the fact that this industry is busy.

Belding—The Ballou Basket Works has merged its business into a corporation under the style of the Ballou Basket Co. The capital stock is \$40,000. The officers are as follows: President, W. D. Ballou; Vice-President, C. J. Hall; Secretary and Treasurer, J. E. Clemens.

Essexville—J. Boyce is adding a box factory to his plant, which will be ready to start about the middle of the month. With a sawmill, planing mill and box factory Mr. Boyce will be well equipped to handle the 200,000,000 feet of timber he has yet standing.

Manistee—Louis Sands has seven camps on the upper river, all working with full crews. All these camps will bank on the main Manistee River, except one in 20-13, the cut from which he will bank on the Little Manistee and will make the attempt to drive that river again. This stream has been abandoned for a number of years as the railroads paralleled it.

Kalamazoo—The Featherbone Corset Co. is increasing its capacity by the addition of new machines and new operatives. Last week the pay roll numbered 197 hands and twelve salesmen. The factory did the largest week's business since its organization, an average of 150 dozen corsets per day being turned out. It is expected that when the factory gets to running at full capacity the average output will be 250 dozen per day.

Ironton—The complication growing out of the failure of the Pine Lake Iron Co. is amusing, to say the least. Aside from the claim of the Millerton (N. Y.) National Bank, Mr. Frink, one of the Pine Lake Iron Co. corporation, is here from New York with attachments which he claims to be prior to those of the bank. The Weston Furnace Co., of Manistique, professes to hold bills of sale to a part of the property, which the other parties will

contest. Just how it will come out no fellow can guess, but the lawyers are "in it," anyway.

Detroit—The United States Optical Co. is busy on an inventory of its stock and accounts. In the early part of the year it did a large business, but lately sales have been falling off, and it has been unable to meet obligations to a number of Detroit creditors to whom it gave a chattel mortgage some time ago. Among the heaviest of these are City Attorney Frank A. Rasch and Osear B. Marx, its Secretary and Treasurer, who is also Vice-President and Treasurer of the L. B. Colwell Co., gold and silver refiners. W. C. Hegge, trustee for the mortgagees, is in charge, and is making an examination of the books. Mr. Marx says they will probably complete the inventory in another week. He could not say at this time what the resources and liabilities will aggregate, but he thinks they will come out about even. No one can say yet whether they will resume.

Kalamazoo—John B. Doyle, the candy manufacturer, has filed chattel and real estate mortgages for a total of \$17,126.07. The items covered by the chattel mortgages are as follows: City National Bank, \$12,800; Frank J. Moon, \$1,250; Nora M. Doyle, \$1,300; Isaac A. Bassett, of Detroit, \$416.09; James E. Doyle, \$360. The real estate mortgage is in favor of James E. Doyle for \$1,000 and is given on parts of two city lots. The chattel mortgage covers the entire candy plant and Frank J. Moon is named as trustee. William G. Howard, attorney for Mr. Doyle, states that the indebtedness of the firm is about \$24,000. The cost of the plant and stock was about \$30,000. Mr. Doyle has always enjoyed the esteem of business men in this city. His troubles are said to be due to the fact that his capital was too small for so extensive a business. It is thought that the business will be continued.

PRODUCE MARKET.

Apples—The market is about the same as a week ago. Baldwins are still sold at \$2 per bbl., but Greenings and Spys are held at \$2.25.

Beans—The market is about the same as a week ago. Handlers pay \$1.25@1.30 for country picked, holding city picked at \$1.55 in small lots and \$1.50 in carlots.

Butter—A drug on the market. Good stock goes begging at 16c and creamery is correspondingly depressed.

Beets—30c per doz.

Cabbage—Price ranges from \$1@4 per 100, according to size and quality.

Celery—Is held by dealers at 12@15c per doz.

Cranberries—Leach's Walton Junction fruit is eagerly sought for by the trade at \$3.50@3.75 per crate, according to quality. A reliable estimate puts the shortage on Cape Cod berries as 11,000 barrels, while the crop of Jersey berries is reported to be about two-thirds of last season. There is but little stock to come forward and as that in New York is concentrated in the hands of a few, the outlook favors a very steady range of values.

Eggs—The cold weather has a strengthening tendency, but the market price has not varied from that of a week ago. Strictly fresh commands 20c and pickled stock 18c.

Grapes—Tokays, \$2.50 and \$3.75 per crate, according to size. Malagas, \$6.50 per 50-lb. keg.

Lettuce—1 1/4c per lb.

Onions—Red Weatherfields and Yellow Danvers command 40c per bu. Spanish stock, \$1 per box.

Parsnips—40c per bu.

Parsley—25c per doz.

Potatoes—The home market is a little more active, but there is almost an entire absence of shipping demand. Local handlers hold their stock at 45c per bu.

Radishes—Hot house stock commands 30c per doz. bunches.

Sweet Potatoes—Illinois Jerseys are the only variety still in market. They command \$3 per bbl.

CANDIES, FRUITS and NUTS

The Putnam Candy Co. quotes as follows:

Table with columns: STICK CANDY, Cases, Bbls., Pails. Items include Standard, H. H., Twist, Boston Cream, Cut Loaf, Extra H. H.

Table with columns: MIXED CANDY, Bbls., Pails. Items include Standard, Leader, Royal, Nobby, English Rock, Conserves, Broken Taffy, Peanut Squares, French Creams, Valley Creams, Midget, Modern.

Table with columns: FANCY—In bulk, Pails. Items include Lozenges, printed, Chocolate Monumentals, Gum Drops, Sour Drops, Imperials.

Table with columns: FANCY—In 5 lb. boxes, Per Box. Items include Lemon Drops, Sour Drops, Peppermint Drops, Chocolate Drops, H. M. Chocolate Drops, Gum Drops, Licorice Drops, A. B. Licorice Drops, Lozenges, printed, Imperials, Mottos, Cream Bar, Molasses Bar, Hand Made Creams, Plain Creams, Decorated Creams, String Rock, Burnt Almonds, Wintergreen Berries.

Table with columns: CARAMELS, No. 1, No. 2, 2 lb. boxes.

Table with columns: ORANGES, Floridas, Fancy Brights, Florida Golden Russets, Florida Tangerines.

Table with columns: LEMONS, Choice, Extra Choice, Fancy, Choice, Fancy.

Table with columns: BANANAS, Large bunches, Small bunches.

Table with columns: OTHER FOREIGN FRUITS, Figs, Dates, Persian, 1 lb Royals.

Table with columns: NUTS, Almonds, Brazil, Filberts, Walnuts, Pecans, Chestnuts, Hickory Nuts, Butternuts, Black Walnuts.

Table with columns: PEANUTS, Fancy, Choice, Roasted.

Table with columns: BEEF, Carcass, Fore quarters, Hind quarters, Loins, Ribs, Rounds, Chucks, Plates.

Table with columns: PORK, Dressed, Loins, Shoulders, Leaf Lard.

Table with columns: MUTTON, Carcass, Lambs.

Table with columns: VEAL, Carcass.

GRAND RAPIDS GOSSIP.

W. F. Bricker, the Belding clothier, has put in a grocery store. The Olney & Judson Grocer Co. furnished the stock.

The Engel Lumber Co. has put in a supply store in connection with its sawmill at Tustin. The I. M. Clark Grocery Co. furnished the stock.

Chas. P. Reynolds has opened a grocery store at the corner of South Division street and Burton avenue. The Ball-Barnhart-Putman Co. furnished the stock.

The lumber firm of Wagner Bros. & Co. will hereafter be known as Wagner Bros. & Angell, Harry C. Angell having been rewarded by years of faithful service by having his cognomen appear in the firm name, instead of figuring as the "Co."

The old adage to the effect that all things come to him who waits applies with peculiar significance to the stockholders of the Elliott Button Fastener Co., who have struggled for years against the aggressive warfare of the Heaton Peninsular Button Fastener Co., which has its factory at Providence, R. I. Judge Colt, of the United States Circuit Court for the Eastern District of Massachusetts, who has had the matter under advisement since last May, has just handed down a decision denying an injunction asked for by the Heaton company on the ground that the machine manufactured by the Elliott company is not an infringement of the patents owned by the Providence corporation. This will be welcome news to the stockholders of the local company and to the many shoe merchants throughout the country who find the Elliott machine almost indispensable in their business.

Gripsack Brigade.

H. Glenn Reynolds has engaged to travel for H. M. Reynolds & Son during the coming season.

W. F. Bowen and wife have returned from their wedding trip and Mr. Bowen has resumed his visits to his trade.

Frank E. Chase is entertaining E. B. Stanley and wife, of Sherman, for a few days. Incidentally, he will book Mr. Stanley's order for his stock of spring goods in the shoe line.

George B. Ward, for several years with Perkins & Richmond, has engaged with Sweet, Wallick & Co., 215-221 Wabash avenue, Chicago, in their photographic goods department.

Geo. D. Wilcox, of the firm of Wilcox & Godding, at Eaton Rapids, takes the position of traveling salesman for T. H. Hinchman & Sons (Detroit), rendered vacant by the resignation of C. H. Hinman.

The regular meeting of Post E will be held at Elk's Hall Saturday evening, Jan. 12, at which time final reports of the entertainment features of the convention will be presented for discussion and adoption.

C. F. Williams, who has represented L. Perrigo & Co. (Allegan) for the past five years, has signed for 1895 with D. E. Prall & Co., of Saginaw, E. S. Mr. Williams is a faithful worker and will prove a valuable accession to the working force of the Saginaw house.

Geo. W. Stowitts has gone to Mansfield, Ohio, having signed for the fifth year with the Western Suspender and Neckwear Co., of that place. Mr. Stowitts

did yeoman service as chairman of the Decoration Committee of the annual convention and is entitled to the hearty congratulations of every Grand Rapids traveler.

The sixth annual convention of the Michigan Knights of the Grip has come and gone, leaving naught but pleasant memories in its wake. The attendance was all that could be desired, and from start to finish nothing occurred to mar the pleasure of the occasion. The local committees of arrangement acquitted themselves nobly and the visiting members were loud of praise of the completeness of the welcome and the admirable manner in which every detail was attended to. The limitations of time and space preclude individual mention, as nearly every Grand Rapids traveling man put his shoulder to the wheel and vied with his co-workers in contributing to the success of the undertaking. The banquet was especially praiseworthy, the sight of over 1,000 people seated at one time being an exceptionally inspiring one. The same was true of the ball and the parade, while the proceedings at the business sessions were unmarred by any friction or ill feeling, the best of good feeling being displayed even during the most heated discussions. The election of President Jacklin, Secretary Owen and Treasurer Frost augurs well for the future of the organization, as all are active workers in the ranks and will do their utmost to increase the membership and secure for the association the same measure of success which marked its career under the administration of the retiring officers.

Photographs of Traveling Men's Banquet.

I beg leave to announce that I succeeded in obtaining a fine flash light photograph of the Knights of the Grip banquet, at Lockerby Hall, Dec 26, which I offer, finely mounted, at 50 cents apiece. Mr. J. N. Bradford, Chairman of the local Committee on Arrangements, has seen the photograph and pronounces it excellent.

B. D. JACKSON, 35 Monroe street.

Traveling Men.

If you have sons and daughters to educate, send them to the Grand Rapids Business College. For catalogue address A. S. PARISH, Prop.

J. P. Visner has returned from his trip to New York City, as the result of which he will represent Gillies & Co. next year in Grand Rapids. He says that they killed the "fatted calf" for the return of the prodigal son, which calf he consumed while in the city, but that he left behind him a large supply of this firm's well-known fine specialties for his customers and their trade to feast on in the future.

Why impose on a confiding public with cheap, tasteless, insipid Chicago jelly, when you can buy Mrs. Withey's Homemade Jellies, which are really fine flavored, nice and tart, at such low prices? See this week's price list of Edwin Fallas on last page in this paper.

1010 sat down to the banquet prepared by Caterer Swetland for the Knights of the Grip. All were loud in praise of the coffee. It was Chase & Sanborn's Seal Brand Java and Mocha, sold only in one and two pound cans.

THE REBATE MATTER.

Mr. Goss Returns to the Subject at Some Length.

GRAND RAPIDS, Dec. 31—I did not wish to take up this rebating matter for a discussion through your paper, but I see you invite communications. I now wish that some other dealer would take this matter up where I leave off, and let us see if we cannot convert you to our way of thinking.

I do not wish to make out a case in defense of the practice of rebating. I simply wish to defend the party who accepts the rebate.

You will agree with me that our railroad companies, our manufacturing companies, our wholesale houses, our insurance companies and our printing establishments all give rebates. Are the parties who accept these rebates classed as criminals and their portraits hung up in the rogues' gallery, so to speak?

In your first declaration you state that in your opinion the dealer who will tempt a salesman is no better than the party who actually pays the rebate. Is not this world full of temptations? Was not Eve tempted to eat the forbidden fruit, the first temptation in the world which we read about? She was not obliged to eat; neither is the salesman obliged to give. Was the fruit as bad as Eve because she was tempted by it? If so, prove to the readers of your paper at what time fruit took a fall from grace, as did Eve.

There may be times when the buyer tempts the salesman, but nine times out of ten, the salesman tempts the buyer. If, for instance, your agent comes to my place of business and wants to do a job of printing he give me his price. I tell him I can do better. He puts his hand in his pocket and hands me a \$5 bill. I give him the order. Have I robbed you? Was it not of his own free will and accord? I do not wish to offer a reason why your agent should betray your confidence. If you give him positive instructions not to deviate from your prices, I do not uphold him in the least. Yet am I as bad as he? No. It is my duty to accept the money. I owe it to myself and family. I do not ask him if he is robbing you, and I naturally suppose he knows his business.

I fail to see where there is any comparison in my patron who asks for credit, receives it and disappoints me at the specified time to pay and the salesman who gives a rebate, as you set up in your answer to my letter of Dec. 26. Your agent, at the time he hands me the money, knows that there is yet something in it for you, and he is anxious, as a profitable man for you, to make it, even though it may be small.

How is it when a firm will bill contract goods at a regular price and send a credit memorandum for a rebate? I do not wish to infer that I ever received one, yet it has been done.

As a whole, and to end this discussion on my part, I wish to say, I do not think the salesman is entirely in the wrong, as it is a matter of business where dollars and cents come in to his house. As I said in my former letter, I think the employers accord the privilege of rebating a great many times, but goods must be billed at the contract price, especially to cash customers, and, where competition is close, and as cash customers are something to be coveted nowadays, and contract goods are the goods that are most likely to be cut on, no good salesman will give rebates or cut on prices to a time customer. JNO. H. GOSS.

The Commercial Bank of Hayes, Olmsted & Co. opened for business at Muir, Jan. 2, succeeding the firm of S. W. Webber & Co., which has moved to Lyons.

I Wish To Buy

A good retail business in any of the following lines: Groceries, crockery, dry goods, boots and shoes, clothing or gents' furnishings. Am short of ready money, but have a large number of unnumbered lots in this city and in one of the cleanest and best located new suburbs of Chicago, where property will soon double in value. If you wish to get out of business and get your stock of goods where the rise in value will be from 50 to 100 per cent. in the next few years, better write quick to R. A. J., 50 Fremont St., Battle Creek, Mich.]

Wants Column.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.

FOR RENT—A DE-IRABLE STORE BUILDING formerly occupied by Elliott & Co., on northeast corner of Monroe and Ionia streets. One of the best locations in the city. Inquire of Peter Doran, 20 Tower Block. 665

TO EXCHANGE FOR FIRST-CLASS FARM—a \$1,000 stock of dry goods. Central location. Finest store in city 4,000 inhabitants. Doing the leading business. Address No. 662 care Michigan Tradesman. 662

TO EXCHANGE FOR STOCK OF MERCHANDISE—a first-class improved 14 acre farm, good buildings. One mile from post office. City of 3,500 inhabitants. County seat, Central Michigan. Value \$9,000. Address No. 663, care Michigan Tradesman. 663

THE LOCKERBY BUILDINGS, IN WHICH the commercial travelers held their recent banquet and convention, are for sale or rent, entire buildings or portions, upon very favorable terms. They are centrally located on Ionia, Fountain and Ottawa streets. Their construction and appointments are modern and can be easily adapted to any business or different lines of business. Money can be made by subletting. Address A. G. Lockerby, Grand Rapids. 664

WANTED—BUSINESS MEN DESIROUS OF changing their line of business to correspond with us. We have gilt-edge vacant lots and improved residence property in Grand Rapids for sale or exchange for good clean dry goods, grocery, hardware stocks, etc. Brooks & Clark, 25 Canal street, Grand Rapids, Mich. 666

STOCK OF CLOTHING AND GENTLEMEN'S furnishing goods, to trade for real estate. Address No. 660, Care Michigan Tradesman. 660

GOOD OPENING FOR A RUBBER STAMP and stencil business in a city of 10,000 people. Address No. 657, care Michigan Tradesman. 657

WANTED—TO BUY AN INTEREST IN A country store, well located, where a good trade can be worked up. General store preferred. In payment for same would furnish \$3,000 in clothing \$1,000 in boots and shoes. Address F. C. B., 113 Washington ave., North Lansing, Mich. 656

GOOD FARM NEAR STATE CAPITOL, clear title, to exchange for boots and shoes. G. W. Watrous, Lansing, Mich. 659

WANTED—TO EXCHANGE A CLEAN stock of boots, shoes and rubbers for a stock of hardware, or will sell cheap for spot cash. Will invoice \$1,000. Address No. 646 care Michigan Tradesman. 646

IF YOU WANT TO BUY OR SELL REAL estate, write me. I can satisfy you. Chas. E. Mercer, Rooms 1 and 2, Widdicombe building. 653

FOR SALE—SECOND-HAND MEDIUM SIZED safe by Geo. M. Smith, 157 Ottawa street, Grand Rapids. 652

FOR SALE AT A BARGAIN—NEW STOCK of groceries invoicing \$1,500. Good trade, good location. Reason for selling, death in family. Write G. B., care Michigan Tradesman. 651

GOOD OPENING FOR DENTIST. Address S. S. Burnett, Lake Ann, Mich. 654

A YOUNG MAN WITH GOOD HABITS wishes to change location. Experience in hardware and groceries. References furnished. Address L. B. B. Jackson, Mich. 655

BOOTS AND SHOES—A RARE OPPORTUNITY to purchase the stock, fixtures and good will of an A1 shoe business, in city of 5,000. Will invoice \$5,500. Best reasons for selling. Will sell for 75c on a dollar, spot cash. Can't use real estate. Address No. 650, care Michigan Tradesman. 650

BRICK STORE TO RENT; LIVING ROOMS above; good trading point, surrounded by good farming lands; abundance of fruit; reasonable terms. Address A. L. Power, Kent City, Mich. 636

FOR SALE—A SHOE BUSINESS, OR HALF interest in same, on one of the principal streets in Grand Rapids. New stock good trade, location A1. Address No. 634 care Michigan Tradesman. 634

MISCELLANEOUS.

WANTED—MANAGER FOR A RETAIL hardware store within one hundred miles of this city. We want a man of large experience and unquestioned ability. This is a first-class opportunity for the right party. Address Lock Drawer X, Cleve and, Ohio. 681

WANTED EVERYBODY INTERESTED IN patents or patent law, to send their address; and a book containing valuable information will be sent free by mail. L. V. Mohr, Patent Attorney, Grand Rapids, Mich. 658

THE CITIZENS OF DORR WILL PAY A liberal bonus to any party who has a small capital to invest in a flouring mill at Dorr. For further information write J. C. Newman, Dorr, Mich. 649

NEARLY NEW BAR-CLOCK TYPEWRITER for sale at a great reduction from cost. Reason for selling, we desire another pattern of same make of machine, which we consider the best on the market. Tradesman Company, 100 Louis St., Grand Rapids. 654

WANTED—EVERY DRUGGIST JUST starting in business and every one already started to use our system of poison labels. What has cost you \$15 you can now get for \$4. Fourteen labels do the work of 113. Tradesman Company, Grand Rapids.

NEW YORK NOTES.

Observations of An Occasional Correspondent.

There is a commercial side to the Napoleon craze which has spread from France to this country. With one portion of it everybody is familiar. Of course, when several magazines hit upon the idea of publishing a history of the life of Napoleon at the same time, it is natural enough that the proprietors should seek to work up interest in the famous Corsican by means of special articles and innumerable pictures. They are rewarded in several ways, for the dealers in curiosities and antiques are advertising in a fashion that they have not approached before in many years. Furniture houses have also caught hold of the fad, and a number of designs which have heretofore been labeled "Queen Anne," "Empire," and "Renaissance" are now unblushingly put forward as in every way representative of the Napoleonic age. One of the largest furniture houses in town has excelled them all by putting up a big sign, with the single word "Napoleon" on it, over a mass of furniture in one of the show windows. This same furniture had formerly been described as "Chippendale." Perhaps an even more amusing effort on the part of some of the big commercial houses down town is that of a Broadway store which had plunged heavily into what they called the "Rob Roy scarfs." The public did not, apparently, care for them under this name, and they are now boldly put out as "Napoleon ties." Napoleon would probably look with considerable astonishment upon the Scotch plaids which now bear his name. It may be doubted if there is any such demand on the part of the public for things identified with Napoleon as the dealers would have us believe. A man who sells thousands of photographs of celebrities every year was asked yesterday if there was much demand for the "Little Corporal's" portrait. He said, with a shake of the head, that he had not sold a single photograph of Napoleon during the past two years.

The two hundred and odd arrests for sidewalk obstructions, made within a short time, give some indications of what might be done by the police toward making walking agreeable in the streets of New York if the ordinance could be consistently enforced. There are many citizens in this town to whom the walk to and from their business offices in such weather as New York has recently had is enjoyable and healthful, but the merchants in the lower part of the city have taken such complete possession of the sidewalks that walking with any comfort is impossible. The complaints against sidewalk obstructions have been continuous for many years, but without any particular results, though the Lexow committee has shown why the merchants are permitted to occupy the sidewalks. It is pretty well understood, now that the exposure has been made, that it only needs a little activity on the part of the police to force the merchants to leave the public way clear. New Yorkers have suffered so long from this particular form of abuse that they have come to consider it an inevitable evil of life in a big city; yet, as a matter of fact, New York is the only great city in the world where such obstructions are allowed to exist by the authorities.

The advertising mania has reached the seltzer siphons now, so that people who order their seltzer from the grocer or druggist on the corner can read about all sorts of remedies for liver complaint or similar ailments while they are at dinner. The seltzer siphons are delivered to the grocers and druggists by the manufacturers of mineral waters, and the former promptly place labels all over the bottles, advertising their wares. In this way they reach the eye of the head of the family and carry a lesson into the heart of the host. Incidentally they cause the loss of a customer, after a week or so, as people learn to order from the manufacturer, so as not to have advertisements of liver pills under the eye at the dinner hour, but this does not affect the principle of advertising involved in the scheme.

The Wall street swindlers operate under names that are calculated to deceive persons with whom they deal. Nearly every well-known name in the financial world has been slightly distorted and adopted by the bucket shop manipulators, who operate what they call "investment combinations and discretionary pools." Such names, for instance, as Drexel, Baring, Morgan and Vanderbilt have been adopted by the smooth swindlers, but changed into Dryxel, Barring, Morgen and Vandervilt. They operate almost entirely through the mails, and it may be possible that the authorities, who are making such strenuous efforts to discourage them, may succeed in reaching them through the United States laws. An illustration of the methods adopted by these concerns is furnished by a recent scheme of one of them to entrap the clerks of a big insurance company in this city. By some means or other the swindlers got hold of the names and addresses of the clerks, upward of 1,000 in number, and for several weeks each clerk has been receiving at his private address an artfully worded circular asking him to contribute anywhere from \$25 to \$1,000 to a pool, which it was asserted was sure to make money. The letter says: "We assure you that you will make a fortune within six months if you will turn your savings over to us. There is absolutely no risk in the matter. By massing together the money of many small investors into one large sum, we are able to operate exactly as do Addison Cammack and George Gould. These men buy 20,000 or 30,000 shares of stock, and from the very magnitude of their purchase the stock advances several points, when they promptly sell out at a profit. We are getting together 10,000 investors. Each one invests from \$25 to \$1,000. We mass this money together and buy stocks in such quantities that we actually control the movements and fluctuations of the stock, and preclude all possible chance of loss. What is the good of putting your money out at 4 or 6 per cent. interest a year when you can get rich in a few months by joining our pool?"

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Which is the best method ever devised for placing the credit business of the retail dealer on a cash basis.

Tradesman Company.

Dry Goods.

New Fabrics for Spring of 1895.

Imperial Zephyrs, 28 inch, plaids and stripes, fifty patterns, a beautiful gingham to retail at 10c.

Parkhill Zephyr, 28 inch, plaids and stripes, thirty patterns, retail at 12½c, formerly sold for 15c.

Normandia Ginghams for '95 are rich, the new effects will certainly make them big sellers, as heretofore.

Caraleigh is the name of the new 5c gingham, twenty styles.

Flutter Ducks, 28 inch, piece dyed, put up in half pieces, in navy blue and light colors to retail at 12½c, they are shown in all neat effects, stripes and small figures.

Corean Crepe, 30 inch and entirely new fabric, woven designs.

Serpentine Crepe and Art Novelties in high colors.

Percales, we have over one hundred styles in fancy and white grounds, all fast colors, 36 inches wide.

Jaconet and Morley Lawns and Dimities.

Pacific and Scotch Lawns in stripes and floral effects.

Aniline plain black satines, we will show BC, TT, Berlin, Mulhouse, Export Pacific and Coecheo lines.

Fancy Satines, black ground in floral and striped effects, all grades, over a hundred patterns to show.

Bates seersuckers open up with new styles and colorings.

Cameo Drapery, cream grounds.

Pacific Twills, cream and colored grounds, also plain.

Pacific Challi and Scotch Lawns.

Pacific Black Ground and Fancy Prints are among the best made. We shall open 25 cases Jan. 10th. also a new line of American Indigos, Shirts and wide goods; also showing Simpsons, Coecheo, Allens, Hamilton, Garners, Manchesters, Harmony and Merrimack goods.

In Dress Goods we shall carry Pacific Plain Cashmeres, 5 grades to retail from 12½ to 50c per yard.

Pacific fancies, 32 and 36 inch goods.

Stevens', Flannel Dress Goods, mixtures, beautiful new weaves. 27 to 50 inch same widths in plain colors.

Atlantic Serges, 45 inch, all colors.

28 inch, double-fold novelties, exact copies of the better goods in Swivel Silk effects, stripes and plaids to retail at 12½ are beauties and should be a first-class leader in the dress goods department.

28 and 30 inch Swivel Silks, never shown by jobbers before in this market. We will have 25 patterns, goods to retail at 45 to 50c, very best quality, they make beautiful waists.

Lace effect gingham should be seen to be appreciated, they are made in all the high colors and are marvels of American manufacturing art.

White Goods. We will show sample lines of it in January, a complete assortment.

If our men do not call on you in time, step into the store whenever you are in the city and we will take pleasure in showing you the best assortment of the above named goods (to be delivered early in January) ever shown in Grand Rapids.

P. STEKETEE & SONS, Wholesale Dry Goods,

Grand Rapids, Mich.

PORTER TO PARTNERSHIP.

Progress of a Clerk Who Was Not Afriend of Work.

An Old Merchant in Hardware.

I began my business career in a country store; I am inclined to think that it is a good place for a boy to start in. We kept groceries, dry goods, a small line of hardware, boots and shoes, some drugs, and a miscellaneous collection of stuff that didn't come under any head. We bought everything the farmers had to sell, from axe helms to hides.

It had long been my ambition to be a clerk. Whatever my opinion may be now, in those days I would rather stand behind a counter and sell goods than be President of the United States. I was fifteen years old and had been through the common rudiments of a country school; that is, I had a very fair knowledge of arithmetic, grammar and geography. The trustees of the school were men who believed the end and aim of all knowledge were to be found in "the three R's—Reading, 'Riting and 'Rithmetic." And when I compare the boy of fifteen to-day, in the elaborate city schools, with myself and my companions at the same age, I am not sure but that the old men's ideas were very nearly correct. Our school system of to-day is founded on the idea that every boy and girl is going through college, and, instead of fitting them for their life work, they are merely trained to pass a college examination. With this end in view a boy studies much that never benefits him, while the main branches that are needed in practical life are overlooked. I saw a lad of ten studying botany the other day, and he was prepared to roll off his tongue's end everything about stamens and pistils, but he could not tell me what 3/4 times 50 were, though I gave him pencil and paper and half an hour to do it in. If all our children were going through college, I presume the present system is the better, but, as over 95 per cent. of our boys are compelled to turn to work by the time they are fifteen or sixteen years old, I am not sure but that I prefer the old-fashioned country school.

It was my duty to open the store in the morning, sweep and dust, carry parcels and make myself generally useful, but it was some time before I was allowed to sell goods. I remember that the cost mark was a wonderful thing to me, as my employer gave it to me in this form:

We must go in. 12 3456 78 90

I went through the store looking at everything and examining the cost marks, and I was astonished at the difference between the cost and the selling price. If I had ever thought of it before, it was that the goods were sold for about all profit, and that the cost was a mere trifle.

My employer was an energetic man; at the store early himself, from that time it was never a moment idle until he went home at 8 or 9 o'clock.

The town's trade came from two classes—factory people and farmers—and was done almost entirely on credit. The factory hands were trusted from pay day to pay day; the farmers took credit until they had something to turn in by way of pay.

The first lesson taught me was to keep the store clean. My employer did not scold, but one morning when I had skimmed over the floor without sweeping it clean, he quietly took the broom and swept it after me. I did not need a second lesson. The windows were washed once a week, and show cases polished and scoops and furniture cleaned every Friday. The store went like clockwork. The older clerk was obliged to go through the dry goods and notion side of the store the last thing every night before closing up and arrange each box and bundle in its own place, while I did the same on the grocery side.

The best lesson I had in politeness was the knowledge that my predecessor lost his place because my employer heard him answer an old lady impertinently. But it was rather difficult to keep from putting on a few airs when old cronies came in the store—though when I had to

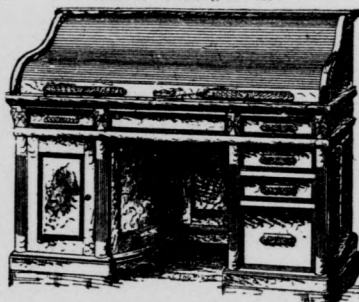
load or unload hides I did not feel quite so much elevated above the rest of the world.

As in every other place, competition was brisk. There were two other general stores in the place and several whisky groceries. Printers' ink was not so available as it is to-day, nor so cheap. Our principal advertising was done by piling up goods before the store, and, as I showed some skill in arranging these goods, the work of doing this was turned over to me.

As I became familiar with the stock I was allowed to wait on customers, and, as I was determined to please, I think I did make myself popular. There was every reason why I should try with all my might to make a mark. I had no influential friends to push me along—that I made of life must be made by myself, and I was determined that I would work my way up.

I had a quick eye for noting anything out of the way, and, as my interest was centered in the store, I saw many things that escaped the other clerk. Whether my employer saw what I did, I knew not, but I kept pegging away, determined that if he did not praise he should have no reason to complain. At the end of the year, however, he called me behind the desk and made me a present of a ten-dollar bill, saying: "You are doing very well, Mark. If you keep on as you have begun, you will one day have a store of your own." I went home a happy boy that night and fully determined to do better than ever the coming year.

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Large table listing various hardware items such as Wrought Loose Pin, Wrought Table, Wrought Inside Blind, Blind, Clark's, Blind, Parker's, BLOCKS, Ordinary Tackle, CRADLES, Grain, Cast Steel, CAPS, Ely's 1-10, Hick's C. F., G. D., Musket, CARTRIDGES, Rim Fire, Central Fire, CHISELS, Socket Firmer, Socket Framing, Socket Corner, Socket Sinks, Butchers' Tanged Firmer, COMBS, Curry, Lawrence's, Hotchkiss, CHALK, White Crayons, COPPER, Planished, Cold Rolled, Bottoms, DRILLS, Morse's Bit Stocks, Taper and straight Shank, Morse's Taper Shank, DRIPPING PANS, Small sizes, Large sizes, ELBOWS, Corrugated, Adjustable, EXPANSIVE BITS, Clark's, Ives', FILES—New List, Disston's, New American, Nicholson's, Heller's Horse Rasps, GALVANIZED IRON, Nos. 16 to 30, List, Discount, GAUGES, Stanley Rule and Level Co., KNOBS—New List, Door, mineral, jap. trimmings, Door, porcelain, jap. trimmings, Door, porcelain, plated trimmings, Door, porcelain, trimmings, Drawer and Shutter, porcelain, LOCKS—DOOR, Russell & Irwin Mfg. Co.'s new list, Mallory, Wheeler & Co.'s, Branford's, Norwalk's, MATTOCKS, Adze Eye, Hunt Eye, Hunt's, MAULS, Sperry & Co.'s, Post, handled, MILLS, Coffee, Parkers Co.'s, F. B. & W. Mfg. Co.'s Malleables, Ladders, Ferry & Co.'s, Enterprise, MOLASSES GATES, Stebbin's Pattern, Stebbin's Genuine, Enterprise, self-measuring, NAILS, Advance over base, on both Steel and Wire, Steel nails, base, Wire nails, base, MALLEABLE IRON, Barrell, Ohio Tool Co.'s, fancy, Scitosa Bench, Sandusky Tool Co.'s, fancy, Bench, first quality, Stanley Rule and Level Co.'s wood, Fry, Acme, Common, polished, RIVETS, Iron and Tinned, Copper Rivets and Burs, PATENT PLANISHED IRON, "A" Wood's patent planished, "B" Wood's pat. planished, Broken packs.

Table listing various hardware items such as HAMMERS, Maydole & Co.'s, Kip's, Yerkes & Plumb's, Mason's Solid Cast Steel, Blacksmith's Solid Cast Steel Hand, HINGES, Gate, Clark's, 1, 2, 3, State, Screw Hook and Strap, longer, Screw Hook and Eye, Strap and T., HANGERS, Barn Door Kidder Mfg. Co., Wood track, Champion anti-friction, Kidder, wood track, HOLLOW WARE, Pots, Kettles, Spiders, Gray enameled, HOUSE FURNISHING GOODS, Stamped Tin Ware, Japanned Tin Ware, Granite Iron Ware, WIRE GOODS, Bright, Screw Eyes, Hook's, Gate Hooks and Eyes, LEVELS, Stanley Rule and Level Co., ROPE, Steel, 1/4 inch and larger, Manilla, SQUARES, Steel and Iron, Try and Bevels, Mitre, SHEET IRON, Nos. 10 to 14, Nos. 15 to 17, Nos. 18 to 21, Nos. 22 to 24, Nos. 25 to 28, No. 27, All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra, SAND PAPER, List acct. 19, '86, SASH COED, Silver Lake, White A., Drab A., White B., Drab B., White C., Discount, 10, SASH WEIGHTS, Solid Eyes, HAND SAWS, Hand, Silver Steel Dia. X Cuts, Special Steel Dex X Cuts, Special Steel Dia. X Cuts, Champion and Electric Tooth X Cuts, per foot, TRAPS, Steel, Game, Oneida Community, Newhouse's, Oneida Community, Hawley & Norton's, Mouse, choker, Mouse, delusion, WIRE, Bright Market, Annealed Market, Coppered Market, Tinned Market, Capped Spring Steel, Barbed Fence, galvanized, painted, HORSE NAILS, Au Sable, Putnam, Northwestern, WRENCHES, Baxter's Adjustable, nickel, Coe's Genuine, Coe's Patent Agricultural, wrought, Coe's Patent, malleable, MISCELLANEOUS, Bird Cages, Pumps, Cistern, Screws, New List, Casters, Bed a d Plate, Dampers, American, all steel goods, METALS, PIG TIN, Pig Large, Pig Bars, Duty: Sheet, 2 1/4 per pound, 600 pound casks, Per pound, SOLDER, Extra Wiping, The prices of the many other qualities of solder in the market indicated by private brands vary according to composition, ARTISONS, Cookson, Hallett's, TIN—MELYN GRADE, 10x14 IC, Charcoal, 14x20 IC, 20x28 IC, 10x14 IX, 10x14 IX, 14x20 IX, Each additional X on this grade, \$1.75, TIN—ALLWAY GRADE, 10x14 IC, Charcoal, 14x20 IC, 20x28 IC, 10x14 IX, 10x14 IX, 14x20 IX, Each additional X on this grade \$1.50, ROOFING PLATES, 14x20 IC, Wrought, 14x20 IC, 20x28 IC, Allway Grade, 14x20 IX, 14x20 IX, 20x28 IC, 20x28 IX, BOILER SIZE TIN PLATE, 14x28 IX, 14x21 IX, 14x20 IX, For No. 3 Boilers, 14x20 IX, per pound.



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E. A. STOWE, Editor.

WEDNESDAY JANUARY 2.

ONE ELEMENT OF DISTRUST.

There is one element which has contributed to the financial depression in the United States which has not been much taken into account, but it has had a large effect in creating a money balance on the wrong side of our foreign account and in drawing gold from the treasury for shipment to Europe.

This depressing factor has been the growing distrust with which American railway securities are being regarded in European countries, and, as a result, these bonds, which have always been held largely in foreign countries, have been sent back for conversion into money, which has been taken away for investment elsewhere. The fact that the money goes out of the United States is the serious part of the matter.

Attention was called to this foreign distrust by the fact that not only were American railroad bonds sent back here for sale, but they were openly denounced by foreign writers on finance in the public press. This has been particularly the case in Germany. According to United States Consul Mason at Frankfort, the original home of the Rothschilds' banking business, the feeling against American securities is very strong there.

In Frankfort, which, as the Consul says, was the first European money market to accept the bonds of the United States Government during the dark and doubtful days of the civil war, and where American railroad, municipal, State and industrial securities of all kinds have been for many years especially popular, this feeling of distrust has now become so general among bankers and their clients that not only are new American investments of all kinds uniformly refused because of their American origin, but large quantities of railway bonds and stocks which have been held there for years past have been recently returned and their proceeds invested in Prussian consols and other standard securities, which, although less remunerative, are secured by governmental credit and supervision.

The reflections cast on American securities have, without doubt, been aggravated and magnified by interested parties; but, all the same, European bond and shareholders have been in-

formed that the power of the president and directors in many important railway companies has become practically omnipotent and irresponsible. They have sent over protests and proxies to be used at elections for the purpose of wresting the control of corporate properties from the hands of officers who were said to be abusing their trusts, and they have seen these and every other effort toward a change easily and hopelessly defeated.

It could not be otherwise than that distrust has grown into active efforts to discredit American securities of all sorts, and from this action the country is suffering. It is a serious matter to have large amounts of European capital invested in this country withdrawn, while, at the same time, American investments that were once sought eagerly by foreign capital are now going begging. This is one of the active agents which has been drawing gold out of the United States Treasury for foreign account, and has been otherwise building up a heavy foreign balance of trade against this country. This is an evil that is due to no political legislation or other action, but has been caused by a most reckless policy used in the construction and management of not a few railroads.

There is no remedy for it, save to let it go on until all the recklessly managed railroads shall fall into bankruptcy and be sold out for debt. Then it is to be hoped they will come under wise and economical business administrations and be put upon a sound basis. When this shall have been done, public confidence will be re-established in American investments, and foreign money will flow back to seek the larger profits which this country offers.

THE MANCHESTER SHIP CANAL.

It is now a full year since the Manchester Ship Canal was opened for traffic, and, although the record of the first year's business is not yet available, enough is known to render possible a fair estimate of the degree of success which the enterprise has enjoyed. As was to have been expected, the practical working of the canal revealed important defects which had to be corrected; moreover, the first months during which the canal was used developed a series of accidents to ships navigating the channel, which had a tendency to frighten away shipping.

These *contretemps* were the unavoidable concomitants of a new enterprise, and might have irreparably damaged the fortunes of the waterway had the people of Manchester been less enterprising or less enthusiastic. Whatever defects developed were at once corrected, and the uneasiness of shipowners was gradually removed by practical demonstrations of the safety with which the canal could be navigated if the ships were but skillfully handled.

The people of Manchester soon found that the mere possession of the canal would not bring trade, consequently they immediately set about opening up new fields from which to draw traffic. Lines of ships sailing at regular dates were established to different foreign and coastwise ports, and all the facilities for expeditiously handling foreign commerce were provided, regardless of expense. A cotton exchange was established, and the great cotton mills of Lancashire pledged themselves to purchase their supplies of raw material, so far as possible, in the

Manchester market, thus drawing direct shipments of the fleecy staple from the United States to the Manchester and Salford docks *via* the canal.

Such courage and enterprise could not fail to reap a reward, and now, at the close of the first year of its existence, the Manchester Canal is doing a good and increasing business. It has not accomplished what some enthusiasts predicted, namely, the destruction of the supremacy of Liverpool as the great cotton port of Europe; but it has certainly built up a trade for itself, which bids fair to increase from year to year.

As to the financial results of the enterprise, it would be scarcely fair to be too critical at this early date. The canal, of course, has not paid during its first year; but at the rate at which the traffic is now improving, there is every reason to hope that it will be more than self-sustaining in a short time. It can never expect to handle the immense traffic of an inter-oceanic canal, because it is not in the same sense a necessity. The Suez Canal, for instance, makes such a formidable difference in the time and expense of a voyage to the Orient that it must of necessity be used by the great bulk of vessels trading between the Far East and the Western world.

Aside from its importance as an artery for foreign trade, it is also an important factor in purely local commerce, competing with the rail routes to Liverpool and lowering the freight charges by such competition.

THE TRADESMAN hereby extends its thanks to President Waldron and Secretary Mills, of the Michigan Knights of the Grip, for permitting it to publish their annual address and report, respectively, simultaneously with their presentation at the annual convention. Such publication enabled the members present at the meeting to give both documents careful perusal and due consideration, so that they were in a position to talk and act understandingly on the matters therein referred to when they came up for discussion and action later on. It is to be regretted that the convention declined to endorse the suggestion of the President that the constitution be so amended as to provide for the election of the Secretary by the Board of Directors, instead of by the organization at large. Such a change would be in the line of progress, as it would make the Secretary the servant of the Board, thus preventing a recurrence of the deplorable McCauley episode, which nearly wrecked the organization. The other suggestions of the President were adopted without debate, plainly disclosing the esteem in which that officer was held by the rank and file of the organization. The fact that he took up the reins from his predecessor when the organization was \$800 in debt, and leaves it with a surplus of \$845, is a tribute to his business sagacity which every member will appreciate. The reports of the Secretary, Treasurer and other officers were highly satisfactory, as they disclosed the healthy condition of the organization, affording proof of the statement that 1894 was the most successful year in the history of the Association. Too much credit cannot be accorded Secretary Mills for the painstaking manner in which he discharged the difficult duties devolving upon him during the year, and for the admirable manner in which he systematized the detail work of the organization.

The great need at this time is conservatism and care in the consideration of financial legislation. There is really no danger that any action will be taken to permit or cause an undue issue or sale of bonds by the Government; but it is asserted that the carelessness in preparation of financial bills has hindered the sale of the fifty millions taken by the bankers' syndicate a month ago. This illustrates the sensitiveness of the financial market. Uneasiness has been expressed as to the action of Congress on state bank circulation. Of this we may be assured the "wild cat" will never be let loose by financial legislation in this country again. Should any privileges of circulation be accorded to other than the present National banks, such provisions will be made for the security of their circulation as will make them in that regard, to all intents and purposes, National banks.

The suit recently commenced by Mr. Moore, of New York, to test the constitutionality of the income tax law will be watched with great interest, and it is to be hoped that it will be pushed to final decision as quickly as is possible with a question of such importance. There are very grave doubts in the minds of many of the most eminent authorities on constitutional law as to the right of partial or class taxation, notwithstanding the extraordinary measures carried out in that direction on account of the exigencies of the war. This is necessarily a disturbing element on questions of industrial investments, and all unite in hoping for its speedy settlement.

It is said that about \$500 each is now the market price of aldermanic votes in Chicago for almost any scheme of public plunder that may be devised. For that price, at any rate, the leader of the Council offered to have the anti-cigarette ordinance now pending before that body killed. The exposure of the attempt to blackmail the Cigarette Trust is given in one of the Chicago papers with much circumstantiality, and the paper stands ready to prove its assertion by incontrovertible data. There are quotations of aldermanic rates, like freights and passenger tariff; but at this end of the line, where things are much cheaper, \$500 seems a big price to pay an Alderman.

A scheme, worked by several swindling jewelry concerns, has been to send boxes of jewelry to parties whose names were taken from advertising lists, with a notice to the postmaster to open the box, if uncalled for, and return it to the firm with an inclosed stamp. Upon this being done, the firm would then demand pay for some article which they assert was taken from the box. The scheme has been reported to the Postoffice Department and Acting Postmaster Jones has determined to protect the public from the practice, and will take prompt measures to suppress it.

The Secretary of the Board of Trade announces his intention of launching a new monthly publication, ostensibly in the interest of the Board of Trade, thus creating additional competition in a field already fully occupied and dividing the scanty patronage already bestowed upon established publications. The Board of Trade has fathered a good many fool schemes—to the financial loss of its members—but the publication of a monthly journal caps the climax of impertinence and imbecility.

WISE WORDS FROM WALDRON.

Annual Address of the President of the M. K. of G.

Members of Michigan Knights of the Grip:

We convene together to-day for the sixth time in the history of our organization.

We assemble in this beautiful city of Grand Rapids in response to the hearty and unique invitation that was wired us last December when at Saginaw, by Mayor Stuart, "Backed by one hundred thousand voices."

We meet together for two most important reasons: First, to transact whatever business of this Association shall properly come before us; second, to cement more closely the brotherly ties that bind us into one fraternal body.

I trust that in all of the business transactions which will come before us to-day each of us will bear in mind that our interests are identical and that we are dealing with brothers in one common family.

I have, my brothers, felt keenly the responsibilities, during the past year, of being at the head of so large and distinguished a family. I have striven at all times and upon all questions to carry out the mandates of our members as laid down by our constitution, and until the hour comes to turn over to my successor the trust you have imposed upon me the constitution will be my guide.

As the constitution makes your President the chairman of its Board of Directors, I will consolidate the reports of the two.

I take this opportunity to say that great care should be taken in selecting members to act on your Board of Directors. The management of the affairs of your Association is placed in their hands. Place representative men upon the Board who are painstaking and conscientious and are fully equipped for still higher promotions. Your constitution provides that it shall be the duty of the Board of Directors to exercise a general supervision over all the business of the Association. They shall audit all bills or accounts against the Association, and shall exercise a general oversight of the books, accounts, moneys and property of the Association. They shall execute and carry into effect all provisions contained in the constitution not otherwise provided for. There is no place in the Association where the arduous duties of the Secretary can be better observed. We have all been impressed with the efficiency and capability of our worthy Secretary, Mr. Mills. Now, for the future of this Association and its individual members, I cannot but feel keenly the advantage of giving the Board of Directors power to select its own Secretary. They are in a position to know the fitness, or unfitness, of the Secretary, and will see to it that the work is done properly. They are delegated the general supervision of our business and can give this selection the very best of judgment. They will keep the right man for this important place, and you will make one of the best changes that can be made for our Association by making this change. This is suggested in no way to oppose any present candidate, but for the protection of the Association in the future.

I will take this occasion to say that no President of this or any other Association ever had a more painstaking, faithful and conscientious Board and Secretary than have been associated with me this present year. Their deliberations have been prompted, in each and every act, by an innate desire to reach results for our common good. They have been businesslike, economical and harmonious, and have saved this Association every dollar that was possible to be saved. This policy seemed to be quite necessary and in keeping with the present times. At our last annual convention, at Saginaw, President Jones very fittingly called attention to the "unparalleled depression in the commercial affairs of our country." We deplore the fact that this year, as a whole, has not experienced any improvement from a business standpoint. We all appreciate the fact that our membership

barometer is exceedingly sensitive to such influence. Many of our members were laid off at the expiration of last year's contract, while others were placed on commission, to share the ills of business stagnation.

There is one redeeming feature that should encourage us, however, and that is that business is looking brighter and Dun's and Bradstreet's commercial reports indicate better times. In this connection let me caution you to consider well these conditions and circumstances before you take any positive steps to increase any expenses that we can avoid, in the administration of the affairs of our Association.

Your President and Secretary have, in conformance with your expressed wishes, scrutinized all applications very closely this year, and have rejected every application that did not come strictly under the letter of our constitution. We have seen the good effects of the changes made in our application blanks, the answer of which is the applicant's certified part of the contract. Any and all answers that were not clear and satisfactory to us Secretary Mills has diligently investigated, to our entire satisfaction. We may have appeared to some applicants as being too particular, but we preferred to be too rigid than too slack. Our membership cannot be too closely guarded. The Board has pruned off all superfluous membership, and all delinquents have been stricken off our books; therefore, those we have to-day are bright active members, and they number over two thousand, the largest actual membership, in good standing, since our organization.

When we commenced business Jan. 1, 1894, our general fund lacked \$418 of having enough money to pay its outstanding debts, not reflecting, however, upon the preceding administration, for I was on the Board last year and know, from personal knowledge, that circumstances and conditions were such as drew very heavily upon the finances of our Association. As I said before, our Board has striven to save every dollar possible, and I take great satisfaction in saying that we have paid up every cent of "past due" accounts, and have, by a strict economic and harmonious policy, paid the expenses of the Association as they came along, and to-day we are out of debt, with \$426 in the treasury to the credit of the general fund.

Divine Providence has favored us this year; our death rate has been normal. We have made only three assessments, out of which we paid six death benefits of \$500 each, and paid, as was legally arranged, the joint heirs (both in Grand Rapids and Fenton) of R. T. Scott, who died Nov. 1, '93. Thus we have paid \$3,500 to the bereaved ones of seven of our members and have \$600.25 in the treasury to the credit of the death fund.

In this connection I will say a word regarding a change that I would make in our constitution, if I were doing business for myself. It costs this Association for each assessment (according to a statement made to me by Secretary Mills) about \$75 for postage, notification blanks, envelopes and return receipts, and it costs the individual members fully as much, if not more, to get the payment back to the Secretary. Therefore, it costs the members about \$150 for each death assessment. I would recommend, from a business and economical standpoint, that the death assessment be made \$2 instead of \$1, thus cutting this expense right in two. This would also save an immense amount of labor to the office of the Secretary, as well as to each member, for they would come only half as often. I am also convinced that it would cause fewer delinquents than our present mode, for the reason that the assessments would come at greater intervals and appear less burdensome, and they certainly would be less troublesome. I think that all will agree that we can pay a \$2 assessment twice a year as easily as we can pay four \$1 assessments, and we can thus save \$300 per annum to our Association by so doing. Some might say, "Why not pay \$4 or \$5?" That is all right, if you prefer. You could establish what might be known as a "deposit fund," and have the Secretary send

The Poor Merchant



Because he is haunted with visions of cash accounts which do not balance and cash drawers which are the prey of careless clerks. He could easily and quickly remedy this difficulty and secure the peaceful slumber which nature brings to those whose business is conducted accurately and methodically by the purchase of a

CHAMPION CASH REGISTER,

and the adoption of our triplicating check charge system, which can be conducted without additional effort.

By the Use of Our Register the Following Advantages Are Obtained:

- Boot and Shoe Dealers** can keep track of the profits of each day's business by noting the margin on each sale.
- Grocers** can keep track of produce purchased and the amount of merchandise exchanged for produce.
- Clothing and Furnishing Goods Dealers** are enabled to note at a glance just what they have sold, the profit on each transaction and the total profit for the day.
- Commission Merchants and Produce Dealers** can keep track of each department of their business, keeping purchases of game, produce and fruit separately, if desired.
- Hardware Dealers** can keep separate accounts with their stove department or their tin shop or any other department of their business.
- Druggists** are enabled to keep separate accounts of the transactions of their prescription department or their cigar sales, or their stationery department, or any other special feature of their business.

But what is the use of enumerating the advantages of our Register over those of all other registers heretofore invented? They are to our machine like moonlight unto sunlight; like water unto wine. Suffice to say that our system is the only one which enables the merchant to have a triplicate check of every charge transaction with but one entry.

If you have never seen our machine and desire an opportunity to inspect the merits of the mechanical marvel of the age, call at our office, or at the office of any of our agents; or, if you are located at a distance from either, write us a letter telling us your line of business and what features of your business you wish departmentized and we will send you illustrations, descriptions and voluntary testimonials of the Register that will meet your requirements.

CHAMPION CASH REGISTER CO.,

Main Office, 73 and 75 Canal St.,
Factory, 6, 8 and 10 Erie St.,
Grand Rapids, Mich.

you a receipt for each assessment of \$2 just the same. I would not advise extremes, for it might not be convenient any day to pay the whole year's assessments. Two dollars seems to me a happy medium, and will pay for six months, on an average. Of course, the regularity of these assessments could be governed without a surplus fund (which I would not recommend); therefore, when assessments come, more or less frequent, we all know that deaths are occurring, and the blessings we are bestowing upon the bereaved ones are in the very same ratio.

Another suggestion in the same connection I would make is that the time for payment be changed back to thirty days instead of sixty. We have had reason for believing that assessment notices have been laid aside and subjected to a chance of being overlooked or forgotten by having sixty days' time; whereas, if it were thirty days, as before, we would be more apt to pay them on receipt of notice, which would be very much more preferable and satisfactory all around.

Then, again, the assessments are only made when the death fund is less than \$500. If a death or two should occur just following an assessment, it might be several weeks before our death fund would be sufficient to pay its obligation.

I am more and more impressed with the great fundamental principles which underlie the foundation of our organization and the great possibilities which are within the reach of our united efforts. Every effort of our committee has been met with most courteous consideration. With our large and increasing membership, in our own State, working in conjunction and in harmony with other and similar organizations all over our land, what reasonable and deserving cause can we not expect to win! There are bright prospects of getting a 5,000 mile book, good over all roads in Michigan. Our Legislative Committee have it in the hands of our representatives in Congress at Washington, and they will report progress. I felt that the railroads might prefer to voluntarily grant our requests; therefore, last month the chairman of our Railroad Committee arranged a time for your President to meet the Railway Passenger Agents' Association of Michigan in Detroit. Our discussion was lengthy and exhaustive. They recognized and appreciated the fact that commercial travelers were their most valued patrons and seemed anxious to get definite information to what extent the 5,000 mile books would be purchased by us, should they conform to our requests. The following resolutions were adopted by them:

Resolved, That, in view of the discussion which was had relative to the desirability of complying with the requests of the "Commercial Travelers of Michigan," in putting on sale an interchangeable 5,000 mile ticket, in the absence of definite information as to the necessity of this, we would respectfully ask the "Commercial Travelers' Association" to furnish us the following statistics:

1. The number of commercial travelers in the State of Michigan.
2. A statement of the number of commercial travelers who traveled 5,000

miles or upward, for the year 1894, in the State of Michigan.

3. In the event of the lines conforming to the desires of the "Commercial Travelers" in issuing them a 5,000 mile interchangeable ticket, how many would take advantage and purchase such tickets?

Now that they are working up to the subject and have shown by these resolutions that they are "seeking more light," I believe that it is our duty to furnish this information at once; in other words, "Strike while the iron is hot," for, should we be indifferent, it would certainly have the tendency to make them feel somewhat indifferent, also. They also asked our protection and aid in seeing to it that such books are not abused in any conceivable manner. Your President pledged the honor of this Association to assert this protection; and it may be that our certificate will be used as a medium of identification. Should we secure this concession by dealing direct with the railroads, as we have never done before—make them feel that we will use them fairly and honestly—I see no good reason why a 5,000 mile book for the State of Michigan will not be issued before our next annual.

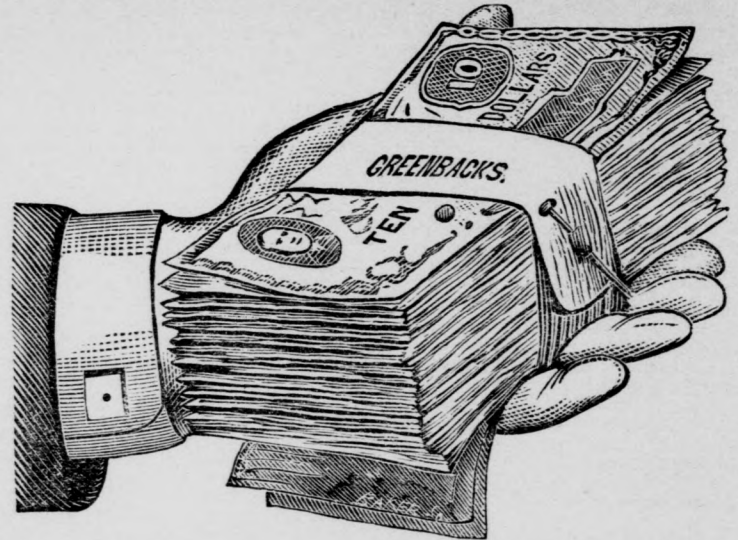
I deem it highly important, gentlemen, that everyone present should answer these questions at once and hand them to our Secretary, so that we may have them to use for future action with the railroads.

The protective feature of our Association is really astonishing when we consider a moment its magnitude. We are carrying a million dollars of life insurance at actual cost.

We can cause any old line company to look "green with envy" when we state that we have no palatial office rents to pay, no high salaried president and board of directors to contribute to, no commissioned solicitors to support; in fact, all of the expense of this insurance feature, together with all other expenses of every name and nature, is paid out of the "general fund," which consists of our annual dues of \$1. Just think, members! One million dollars' worth of life insurance at actual cost. Our assessments have been averaging us, in the past, just \$3.50 per annum for \$500 worth of insurance, or seven-tenths of 1 per cent. I feel assured in saying, and without fear of contradiction, that there is no life insurance company in existence that can or will do better for our members than they have been doing for themselves.

The chairmen of our several standing committees have their reports to make and I shall refrain from encroaching on their territory. The Secretary of our Association is, also, Secretary of the Board of Directors, and I will herewith leave the details for him and his report; also that of the Treasurer. These reports have been passed upon by your Board of Directors and found correct.

In conclusion, it is vitally necessary that harmony and good feeling in all proceedings should prevail, as has been true during our whole year's proceedings, and I take this occasion to thank each and every member of the Board of Directors; also the punctual and hearty co-operation of our most efficient Secretary, L. M. Mills, together with the loyal support of



\$20,000

Twenty thousand dollars is a tidy little sum, but we have that amount invested in machinery alone, just to make

Candy

We turn out goods in proportion with the investment, too. We make a full line and to get fine fresh-made goods at rock bottom prices come to us or tell your jobber you want our make.

The Putnam Candy Co.

The Salt that's all salt

is fast being recognized by everybody as the best salt for every purpose. It's made from the best brine by the best process with the best grain. You keep the best of other things, why not keep the best of Salt. Your customers will appreciate it as they appreciate pure sugar, pure coffee, and tea.

Diamond Crystal Salt

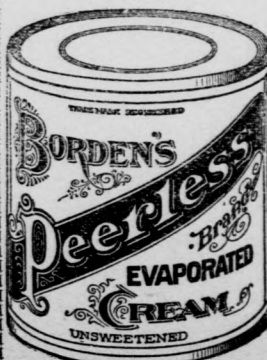
Being free from all chlorides of calcium and magnesia, will not get damp and soggy on your hands. Put up in an attractive and salable manner. When your stock of salt is low, try a small supply of "the salt that's all salt." Can be obtained from jobbers and dealers. For prices, see price current on other page. For other information, address

DIAMOND CRYSTAL SALT CO., ST. CLAIR, MICH.

CONSUMERS WANT IT.

DON'T FAIL

TO ORDER AT ONCE FROM YOUR JOBBER A QUANTITY OF



Guaranteed Absolutely Pure.

Borden's
Peerless Brand
Evaporated Cream,

A PURE, WHOLESOME, THOROUGHLY STERILIZED UNSWEETENED CONDENSED MILK, ON WHICH YOU CAN MAKE A GOOD PROFIT.

Prepared and guaranteed by the NEW YORK CONDENSED MILK CO., New York.

SOLD BY ALL THE LEADING WHOLESALE GROCERS.

FOR QUOTATIONS SEE PRICE COLUMNS.

our whole membership. There is nothing so poisonous and harmful to the growth and welfare of our Association as petty strifes and discords. I trust that we will so conduct ourselves during our deliberations that they will bring the most good to our Association for all time to come.

Annual Report of Secretary Mills to the M. K. of G.

Your Secretary would respectfully submit the following as his report for the year ending Dec. 25, 1894:

MEMBERSHIP STATISTICS.

Members in good standing Dec. 23, 1893.....	1,027
Members joined since Dec. 23, 1893.....	395
Members re-instated since Dec. 23, 1893.....	257
Total.....	1,679
Members withdrawn since Dec. 23, 1893.....	10
Members delinquent since Dec. 23, 1893.....	11
Members deceased during 1894.....	8

Total.....	130
Present membership in good standing.....	1,549
Net increase for the year.....	522

Mortuary assessment No. 1 was ordered by your Board of Directors under date of Jan. 10 and closed March 10. Assessment No. 2 was issued April 20 and closed June 20. The last assessment, No. 3, was issued July 20 and closed Sept. 20. The condition of death fund is as follows:

Received from Assessment No. 1 of 1894.....	1,242
Received from Assessment No. 2 of 1894.....	1,320
Received from Assessment No. 3 of 1894.....	1,293
Total.....	\$3,825

DISBURSEMENTS.

Feb. 12, Beneficiary of A. M. Sutherland.....	\$5 0
March 3, " R. T. Scott.....	500
March 15, " C. G. McIntyre.....	500
May 14, " J. R. Ogden.....	500
June 2, " R. J. Coppes.....	500
Aug. 6, " W. C. Lynes.....	500
Aug. 27, " S. McM. Toal.....	500
Sept. 22, " A. G. Lindsay.....	500
Total disbursements.....	\$4,000

Being \$2,250 less than last year. As predicted in my annual report of last year, our mortuary assessments have been materially reduced, owing in no small degree to the careful scrutiny given each applicant for membership, and the very desirable form of application blank now used by this Association. Our cost of the death benefit, being only three-fifths of 1 per cent., is the lowest on record.

The following is a statement of the general fund:

RECEIPTS.

Members have paid annual dues for 1894.....	1,373
New members have joined during 1894.....	395
Honorary members have joined during 1894.....	32
Total receipts for year.....	\$1,800

DISBURSEMENTS.

Postage, stationery and office supplies.....	341 52
Secretary's salary for year.....	758 00
Postage allowed Post E mailing invitations.....	59 00
Mileage directors attending board meet's.....	91 01
Total expenses for year.....	\$1,251 13

An indebtedness of nearly \$300 in the general fund, and one mortuary benefit of \$500 were brought forward to this year from the administration of President Jones and have been paid, in addition to our own expenses and benefits, which have all been promptly met; and no unpaid accounts of any kind or nature will be carried forward into the next year.

Regardless of the fact that the year just closing has been one of marked financial depression, and, to most fraternal organizations, one of largely decreased membership and, consequently, increased assessments, it is with no small degree of pleasure and satisfaction that I am permitted to pass the affairs of this important office over to my successor in a condition of prosperity that was un hoped for at the beginning of the present year; but you had faith in my desire and ability to reorganize the system and further perfect the work I began last year, and, with the loyal support of our active membership, we are to-day recognized as the fairest and most prosperous of the sisterhood of commercial travelers'

associations, and our influence is sought by the legislator and the merchant prince. Our wishes and suggestions are given due consideration by the railway magnate and the municipal powers. In view of these facts, let us, my brothers, take heed that our requests be tempered with justice and our suggestions with wisdom, that we may attain to still higher prominence, both in the commercial and in the social world, and that we may soon occupy, undisputed, the position which our energy, ability and industry entitles us to. From the best authorities we learn that the 480,000 commercial travelers of the United States expend in railroad fares annually \$172,000,000, pay nearly \$25,000,000 for excess baggage, nearly \$1,000,000 for storage and sell 600,000,000 tons of merchandise to be shipped over the railroads of the United States.

In conclusion, I desire to express my appreciation of the many kind words and deeds of our members during the past year, which have aided me, in no small degree, in bringing about the present very prosperous condition of our Association. L. M. MILLS, Sec'y.

Special Meeting of the Board of Directors, M. K. of G.

GRAND RAPIDS, Dec. 22—At a special meeting of the Board of Directors of the Michigan Knights of the Grip, held at the Livingston Hotel, in this city, last evening, Messrs. Bardeen, Peake, Jackson, Owen, Waldron and Mills were present.

The Simes claim was first taken up for consideration, and, upon further investigation and discussion, it was moved by Director Peake and supported by director Owen, that, inasmuch as the beneficiary neglected to pay the assessment when duly notified by the Secretary, until after the time for paying the same had expired, and was unable to furnish the certificate of health for re-instatement, according to our constitution, this claim cannot be allowed. Unanimously carried.

The following house rules to govern our annual convention were, at the request of Post E, adopted:

The Sargeant-at-Arms is hereby instructed to admit no person upon the floor of the convention, during the sessions, except members presenting receipts for death assessment No. 3 of 1894, or who have joined since Sept. 20 (as

We Have Sacked the Towns

of Michigan pretty thoroughly with our different brands of flour, and especially is this true of **LILY WHITE** which has a world-wide reputation.

If You Are a Merchant

and desire to establish a **BIG** flour trade, we would say that you can make quicker sales, easier sales, more sales, and, consequently, more profitable sales with

Lily White Flour

than with any other brand in the State.

Why?

Because **LILY WHITE** flour is put up in neat, attractive sacks, is backed by quality and reputation and the constant, expensive, aggressive and effective advertising of the manufacturers. You can lose nothing by trying it, but have everything to gain,

Because Success Attends the Man Who Takes a Good Thing When He Can.

VALLEY CITY MILLING CO., GRAND RAPIDS, MICH.

PERKINS & HESS,
DEALERS IN

Hides, Furs, Wool & Tallow,

Nos. 122 and 124 Louis Street, Grand Rapids, Michigan.
WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

THEY ALL SAY

"It's as good as Sapolio" when they try to sell you their experiments. Your own good sense will tell you that they are only trying to get you to aid their new article.

Who urges you to keep Sapolio? Is it not the public? The manufacturers by constant and judicious advertising bring customers to your stores whose very presence creates a demand for other articles.

JOBS IN RUBBERS!

Just the thing for
- - A LEADER.



WRITE FOR NET PRICE LIST BEFORE THEY ARE ALL GONE.

Address G. R. MAYHEW, Grand Rapids, Mich.

only such are in good standing), or are vouched for by the Secretary.

The same officer shall allow no member to leave the room during the sessions without permission from the chair, and shall allow no smoking in the convention hall during the sessions.

The sum of \$50 was voted Post E for printing and mailing invitations to the meeting.

Bills for printing and stationery from The Tradesman Company, amounting to \$47.05, were approved and the Secretary was instructed to draw an order for that amount.

The thanks of the Board were extended to the proprietors of the Hudson House, Lansing, for the use of rooms for the meeting of the Board, during the past year, free of charge, and the Secretary was instructed to forward them specially marked complimentary invitation, with two tickets to the banquet and ball, and to draw an order on the Treasurer to pay for the same. Carried.

The Secretary was also instructed to notify Chaplain Fitch that his presence, officially, is desired at the convention, and that his expenses for railroad fare, hotel bill and ticket to the banquet will be paid by the Association, upon presentation of bill of same to the board of directors. Carried.

The Secretary was instructed to re-instate Bro. Kirk A. Smith upon payment of back dues and statement of good health.

The following resolution was adopted:

Resolved—That it is the sense of this Board that we recommend this Association to incorporate a suitable accident insurance feature.

That we also recommend the adoption of the amendment to art. V, Sec 2.

That we do not recommend the adoption of amendment to art. III, Sec. 1 and 4.

That we do favor the amendments to art. XI, Sec. 3 and 5.

That the resolution to annul the present hotel agreement meets with our approval

That art II, Sec. 3, be amended to make mortality assessments \$2 each, as this would be a saving of nearly \$150 to our Association and members at each assessment.

The following accounts for mileage in attending the meeting were presented and allowed: E. P. Waldron, \$6.36; Geo. E. Bardeen, \$3.95; A. F. Peake, \$6.35; R. W. Jacklin, \$11.60.

The meeting then adjourned to Wednesday, Dec. 26, at 10 a. m., at the Livingston parlors, at which time the Finance Committee will meet to close up the accounts of the Secretary and Treasurer for the year. L. M. MILLS, Sec'y.

The Last of Debs.

From the New York Tribune.

And so Eugene V. Debs, who last July was holding the business of the whole country at a standstill and was more in the mouths of men than any other man living or dead, goes to jail for six months for contempt of court. It was hardly five months ago that this person was at the height of his power and on the top round of his mischievous career. No agitator ever shot up so suddenly, none ever in so short space created such commotion or accomplished such widespread mischief. Fortunately, it may be added, none ever met a more sudden and complete collapse. It is a significant comment upon the evanescent character of such demagogical demonstrations as that which this man engineered, and the worthlessness of the notoriety attained by their leaders, that the announcement of his sentence of imprisonment stirs today only a languid reminiscent interest in the public mind. In five months Eugene V. Debs has passed from the very topnotch of what seemed to him and to many others to be celebrity and fame into an obscurity almost akin to obliteration. Debs was almost forgotten when the announcement came that slow-footed Justice had overtaken him, and that he was to pay in some measure—ridiculously small measure, to be sure—the penalty of his criminal conspiracy against property and life. This morning there is hardly enough of public interest in Debs to in-

duce anybody to read the full text of the decision under which he is sent to jail. Men will look at the newspaper headings and say, indifferently: "Debs! Debs! Why, that's the man who led the strike last summer!" And he will pass out of sight and out of mind like a worrying nightmare.

Considering the wide devastation for which this man was responsible, the disturbance he brought to the business of the country, the ruin he wrought, the cruelties practised in his name and under his orders, and the untold miseries inflicted upon innocent families—all to further his insatiate lust for notoriety and power—the penalty he pays seems trifling and inadequate. But the public, long accustomed to see such pernicious agitators and conspirators go wholly unwhipped of justice when their destructive enterprises are brought to naught, will doubtless rest content with the reflection that at last one of them is awarded punishment, even though small, for conspiring against law and order and the public weal. It is well that he goes to jail, if only for contempt of court, for even this light punishment, added to the mortification—if he be capable of feeling it—of his failure, the disgrace of his downfall, and the utter collapse of his once wide notoriety, may serve as a lesson to other agitators who may be tempted to use their pernicious influence and the uncanny hold they have obtained upon the minds of the weak and credulous to set up an irresponsible dictatorship and assume to represent the whole people in defiance of law and to the disturbance of the peace and order of the land.

Going for the Widows.

The Pension Bureau will hereafter refuse pensions to widows whose income from other sources, added to the proceeds of reasonable effort on their part, affords them comfortable support. This policy is provided for in a ruling of Assistant Secretary Reynolds, in which he says: "It was evidently the intention of Congress to supplement the widow's means of support from her own labor and all other sources by the pension only when such means were insufficient for her comfortable support. Under ordinary circumstances, without intending to lay down an arbitrary and inflexible rule, when a widow is shown to have an income considerably in excess of the pension provided by the third section of the act from sources independent of her daily labor, she does not occupy a pensionable status thereupon." Now, the Government either owes the widows pension money or it does not. Whether they need it or not is another story, as Mr. Kipling would say. Secretary Reynolds should remember Mr. Weller, and "Beware of the Vidders" before he gets himself disliked.

Practical Business Men

Are widely becoming interested in J. C. Shaw's system of keeping their customers' accounts always in readiness for settlement, fully written up to date, by means of indexed pockets in a file book. At the last meeting of the Grand Rapids Retail Grocers' Association the system was discussed and those merchants who had used it heartily endorsed it. Mr. Shaw, who was in the grocery business for many years, fully appreciates the merchants' needs and devised this system for practical use and to secure the greatest possible economy of time. His headquarters are now at 29 Canal street, where he can be addressed for particulars.

Cheap crayon portraits of the kind sold to country folks by concerns in Chicago and other cities and offered as prizes by some merchants are made by taking an enlarged copy of a photograph and thinly disguising it with crayons.

When a bank cashier gets to flying too high socially, it is likely to end in his flying too far with the bank's funds.



WE WANT

BEANS

and will pay highest market price for them.

If you have any stock you wish to dispose of, seek headquarters for an outlet.

HOLIDAY GOODS

**ALBUMS,
DOLLS,
TOYS,
GAMES,
BOOKS.**

EATON, LYON & CO.

20 & 22 Monroe St.,
GRAND RAPIDS.

WORLD'S FAIR SOUVENIR TICKETS

ONLY A FEW LEFT.

Original set of four - - - - - 25c

Complete set of ten - - - - - 50c

Order quick or lose the opportunity of a lifetime to secure these souvenirs at a nominal figure. They will be worth ten times present cost within five years.

Tradesman Company.

DRINK

Ponce de Leon Water.

Pronounced by Dr. Seeley, one of the most famous water-cure physicians of this century and country, to be equal if not better than any water in his knowledge for the kidneys, stomach and bowels. He used it in the years 1848 and 1849. His opinion has been verified by scores of our patrons in Grand Rapids since the water has been placed on the market. Purest table water extant. Address Ponce de Leon Water Co., 90 First Ave. Telephone 1332.

MICHIGAN CENTRAL

"The Niagara Falls Route."

(Taking effect Sunday, May 27, 1894.)

Arrive. Depart.
10 20 p m Detroit Express 7 00 a m
5 30 a m *Atlantic and Pacific 11 20 p m
1 50 p m New York Express 6 00 p m
*Daily. All others daily, except Sunday.
Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.
Parlor cars leave for Detroit at 7:00 a m; returning, leave Detroit 4:35 p m, arriving at Grand Rapids 10:20 p m.
Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division.)
A. ALMQUIST, Ticket Agent,
Union Passenger Station.

CHICAGO Nov. 18, 1894.
AND WEST MICHIGAN RY.

GOING TO CHICAGO.
Lv. G'd Rapids 7:15am 1:25pm *11:30pm
Ar. Chicago 1:25pm 6:50pm *7:20am
RETURNING FROM CHICAGO.
Lv. Chicago 8:25am 5:00pm *11:45pm
Ar. G'd Rapids 3:05pm 10:25pm *6:25am
TO AND FROM MUSKEGON.
Lv. Grand Rapids 7:25am 1:25pm 5:30pm
Ar. Grand Rapids 11:45am 3:05pm 10:25pm
TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.
Lv. Grand Rapids 7:30am 3:15pm
Ar. Manistee 12:20pm 8:15pm
Ar. Traverse City 1:00pm 8:45pm
Ar. Charlevoix 3:15pm 11:10pm
Ar. Petoskey 3:45pm 11:40pm
Trains arrive from north at 1:00 pm and 10:00 pm.
PARLOR AND SLEEPING CARS.
Parlor car leaves for Chicago 1:25pm. Arrives from Chicago 10:25pm. Sleeping cars leave for Chicago 11:30pm. Arrive from Chicago 6:25am.
*Every day. Others week days only.

DETROIT, Oct. 28, 1894
LANSING & NORTHERN R. R.

GOING TO DETROIT.
Lv. Grand Rapids 7:00am 1:30pm 5:25pm
Ar. Detroit 11:40am 5:30pm 10:10pm
RETURNING FROM DETROIT.
Lv. Detroit 7:40am 1:10pm 6:00pm
Ar. Grand Rapids 12:40pm 5:30pm 10:45pm
TO AND FROM SAGINAW, ALMA AND ST. LOUIS.
Lv. G R 7:40am 5:00pm Ar. G R 11:35am 10:45pm
TO AND FROM LOWELL.
Lv. Grand Rapids 7:00am 5:20pm 5:25pm
Ar. from Lowell 12:40pm 5:20pm
THROUGH CAR SERVICE.
Parlor Cars on all trains between Grand Rapids and Detroit. Parlor car to Saginaw on morning train.
Trains week days only.
GEO. DEHAVEN, Gen. Pass'r Ag't.

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

EASTWARD.				
Trains leave	No. 14	No. 16	No. 18	No.
G'd Rapids, Lv	6:45am	10:20am	3:25pm	11:00pm
Ionia Ar	7:40am	11:25am	4:27pm	12:35am
St. Johns Ar	8:25am	12:17pm	5:20pm	1:45am
Owosso Ar	9:00am	1:20pm	6:05pm	3:10am
E. Saginaw Ar	10:50am	3:45pm	8:00pm	6:40am
Bay City Ar	11:30am	4:35pm	8:37pm	7:15am
Flint Ar	10:05am	3:45pm	7:05pm	5:40am
Pt. Huron Ar	12:05pm	5:50pm	8:50pm	7:30am
Pontiac Ar	10:53am	3:05pm	8:25pm	5:27am
Detroit Ar	11:50am	4:05pm	9:25pm	7:00am

WESTWARD.
For Grand Haven and Intermediate Points *7:00 a. m.
For Grand Haven and Muskegon 11:30 p. m.
" " " Mil. and Chi. 45:35 p. m.
*Daily except Sunday.
Trains arrive from the east, 6:35 a. m., 12:50 p. m., 5:30 p. m., 10:00 p. m.
Trains arrive from the west, 10:10 a. m. 3:15 p. m. and 9:15 p. m.
Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Parlor Car. No. 82 Wagner Sleeper.
Westward—No. 11 Parlor Car. No. 15 Wagner Parlor Buffet car. No. 81 Wagner Sleeper.
J. B. CAMPBELL, City Ticket Agent.

Grand Rapids & Indiana.

TRAINS GOING NORTH. Leave going North
For Traverse City, Petoskey and Saginaw 7:40 a. m.
For Traverse City 5:45 p. m.
For Saginaw 5:40 p. m.
For Petoskey and Mackinaw 10:25 p. m.
TRAINS GOING SOUTH. Leave going South.
For Cincinnati 6:50 a. m.
For Kalamazoo and Chicago 2:15 p. m.
For Fort Wayne and the East 2:15 p. m.
For Cincinnati 5:40 p. m.
For Kalamazoo and Chicago 11:40 p. m.

Chicago via G. R. & I. R. R.

Lv Grand Rapids 6:50 a m 2:15 p m *11:40 p m
Ar Chicago 2:00 p m 9:00 p m 7:10 a m
2:15 p m train has through Wagner Buffet Parlor Car and coach.
11:40 p m train daily, through Wagner Sleeping Car and Coach.
Lv Chicago 3:30 p m 11:30 p m
Ar Grand Rapids 9:15 p m 7:20 a m
3:30 p m has through Wagner Buffet Parlor Car.
11:30 p m train daily, through Wagner Sleeping Car.
Muskegon, Grand Rapids & Indiana.
For Muskegon—Leave. From Muskegon—Arrive
7:35 a m 8:25 a m
1:00 p m 1:15 p m
5:40 p m 5:20 p m
O. L. LOCKWOOD,
General Passenger and Ticket Agent.

ENGRAVING PHOTO
HALF-TONE

Buildings, Portraits, Cards and Stationery
Headings, Maps, Plans and Patented Articles.
TRADESMAN CO.,
Grand Rapids, Mich.

SEVEN YEARS OLD.

Annual Meeting of the Owosso Business Men's Association.

Owosso, Dec. 29—The eighth annual meeting of the Owosso Business Men's Association was held at the Y. M. C. A. parlors last evening. Three new members—W. H. Lingle, F. J. McDonnell and F. J. Forger—were added to the list, swelling the total to 61.

Secretary Lamfrom then read his annual report, as follows:

This evening we are about to pass the milestone of our eighth anniversary. In January, 1887, we commenced our career with fifty charter members, some of whom have gone to the distant shore whence no traveler returns, while others, through business changes, have gone to seek pasture in other fields. Our organization is still in a flourishing condition, while most of the Business Men's Associations formerly existing in our prosperous commonwealth have become mere woodbine wreaths. We have the reputation of being, and are looked upon as, the banner association of the State and we retain at this date a membership of fifty-eight, fifty-six of which are active and two honorary.

The number of meetings convened during the year were five, consisting of two regular and three special meetings. There has been a fair attendance at our meetings, demonstrating the enthusiasm of the member and their disposition to be ever ready to assist in the continued welfare and prosperity of our enterprising city. These meetings have proven generally beneficial and instructive. The business depression prevailing during '93 and '94 has, to a certain extent, left its imprint on our little city, but while mercantile and commercial interests throughout the country have received a body blow, placing them in a dilemma to bridge over the chasm, our prosperity has not been affected. I am happy to state, on close observation, that there is a distinct revival of business and a marked return of confidence, and to one who can view the return of industrial activity with out prejudice, the conditions are favorable and of a most encouraging character.

All our manufacturing are in a healthy and flourishing condition. The merry hum of machinery and the hammer of the mechanic are the welcome music gladdening our hearts. All our factories are running on full time and our bustling manufacturers, with indomitable energy, are ever on the alert to furnish constant and steady employment. We have a city of many beautiful homes, embowered among trees and flowers, surrounded by beautiful lawns of liberal expanse, and adorned by the artistic brush of the painter as monuments of the genius of man. We have broad shaded streets and avenues, and the time is not far distant when our principal business street will be paved with good substantial brick pavement. Our railroad facilities for an inland city are second to none. Four lines of railroads, radiating east, west, north and south, afford us ample freight competition; while the Toledo, Ann Arbor & North Michigan Railway penetrates a long stretch of valuable timber country, useful to our manufacturers, while its magnificent steamers, traversing Lake Michigan, afford us direct communication with the great Northwest.

Our school system has been of late largely extended and, with its modern improvements, cannot be excelled. We can boast of fine business blocks well filled with new and elaborate stocks of merchandise, creditably represented in all lines, characteristic of our wide awake, hustling business fraternity. Regardless of the general business depression and stringency of the money market our merchants report an excellent holiday trade and a very satisfactory fall trade in general, and we will demonstrate to our contemporaries that Owosso has acquired an exalted position and is the recipient of much credit and distinction for her increasing commercial prosperity and the unparalleled rapidity of its marvelous growth, and that its hustling business men are ever on the alert with indomitable enthusiasm and energy to foster continuous improvements for the welfare and further prosperity of our city.

The report was accepted and adopted and ordered printed in THE MICHIGAN TRADESMAN.

The early closing question was discussed at considerable length and the result was the adoption of the following resolution:

Resolved, That all business houses in the city of Owosso, excepting groceries, drug stores and eating houses, close their respective places of business, during the months of January, February and March, every evening except Mondays and Saturdays at 6 o'clock, local time, and grocery stores on above named evenings at 7 o'clock, local time, and the drug stores as above stated at 8 o'clock, local time; and, further, that all business houses are requested to obey the law and keep closed all day on Sundays; further, that every business house be furnished by the Secretary with a card embodying resolution and specifying time of closing, to be exhibited at the respective places of business, and that every business man be respectfully requested to abide by this resolution.

Election of officers resulted as follows:
President—A. D. Whipple.
Vice-President—O. L. Sprague.
Secretary—S. Lamfrom.
Treasurer—W. E. Collins.

Members of the Executive Board (in addition to President and Secretary)—James Osburn, E. L. Devereaux and Charles Stewart.

The organization enters upon its eighth year full of vim and determination, with every prospect of a continuance of the prosperity which has marked its career from the beginning.

S. LAMFROM, Sec'y.

Annual Meeting of the Michigan Commercial Travelers' Association.

The twentieth annual meeting of the Commercial Travelers' Association was held at the Hotel Cadillac (Detroit), Friday, Dec. 28. The annual address of President Rindskoff contained the following reference to the mortuary department:

While the year 1894 has been one in which all insurance companies, both old line and mutual, have suffered very largely through heavy death losses and loss of members in consequence of the hard times, I can congratulate our members in that respect, as our actual loss by death has been only four. The number of death benefits paid has been five, one having been carried over from last year, which makes our actual assessment for the year only \$30. We have paid to the widows and orphans of our deceased brothers \$215,000 up to date. The cost to the oldest member of the Association has been \$450 and the average cost has been \$21.42. I have also to congratulate our members on our financial strength, which we must all recognize as being the strong pillar of our Association. Our expenses have decreased, the figures for 1893 being \$1,365.85, while this year they have been only \$1,293.39, but I am sorry to say that our membership is less by eight. On January 1 last, we had 582. Of these twenty-nine have lapsed, four have died and three have resigned. On the other hand, twelve were reinstated and sixteen new names were added to the roll. That makes twenty-eight against thirty-six lost, or a net loss of eight, leaving the present membership 574. Among our departed members whose loss we have to mourn is ex-President Ira A. Niles.

The chairman of the Board of Trustees of the reserve fund, John A. Murray, reported \$5,000 cash on hand December 29, 1893; \$6,500 was transferred from the general fund last year and interest accumulations amounting to \$335.95, making an increase of \$6,835.95, or a total reserve of \$11,835.95, or an increase of \$12 per capita. The report of the Secretary, Dr. Morris, showed a balance of \$2,500 in the beneficiary fund and receipts from dues, April to October, \$5,670. Total receipts were \$28,843.90, and total disbursements, 14,742.51.

Election of officers resulted as follows:

President—John A. Murray.
Vice-Presidents—T. J. Chamberlain, Detroit; J. N. Bradford, Grand Rapids; C. W. Horton, Pontiac; H. M. Joel, New York; J. L. Root, Vassar.
Secretary-Treasurer—D. Morris.
Board of Trustees—John McLean, Leonard Williams, G. S. Valmore.
Trustees' reserve fund—J. W. Ailes, C. F. Johnson.

Sweet Singer—W. H. Baier.
In the evening an elaborate banquet was given at the Hotel Cadillac, M. H. Chamberlain officiating as toastmaster. The toasts were as follows: "The M. C. T. A.," response by Thos. MacLeod; "Civic Associations, Their influence," C. L. Stevens; "Commerce and Civilization," M. J. Matthews; "The Traveler at Home," R. W. Jacklin; song, W. H. Baier; "Fraternal Insurance," S. Rindskoff; "Municipal Government," J. T. Lowry; "The Commercial Traveler," Jno. A. Murray; "The Ladies," J. W. Ailes.

The Grocery Market.

Sugar—The market is utterly devoid of any feature which enables the observer to prognosticate the future. Prices have not been changed and the demand has been of a very moderate character, as is usual during the season of annual inventories.

Molasses—A further advance of 1@2c is reported from New Orleans, which makes an advance of 4c during the fortnight just passed. The advance is attributed to a shortage of 100,000 barrels. Syrup is quiet and unchanged. Glucose is somewhat easier in price.

Currants—New goods are firm at former quotations. Old stock is strong and a little higher in price.

Fish—Mackerel is about the only variety which exhibits any strength, some grades having advanced a trifle during the past week.

Bananas—The weather has been so cold for the past week or ten days that it has been unsafe to ship bananas and local dealers are pleased to think that they have none in stock. While the present severe snap lasts, none will be started to our market.

Lemons—Owing to the large number of boxes *en route* for Eastern markets, recent cargo sales show a decided slump in prices. A perusal of our quotations elsewhere will show to what extent it affected the local market. No shipments will go forward, unless dealers are in actual want, during the present cold spell. It is safe to assume, however, that prices for the best grades of fruit from now on will be considerable less.

Oranges—It has been several years since the dealers in Grand Rapids have been so low on Florida oranges as at the present time. The holiday trade was enormous and our dealers are entirely cleaned out. Those who bought heavy are fortunate, as cars now *en route* to this market will bring nearly 100 per cent. more than those sold prior to Christmas. The recent severe freeze-up in Florida has ruined something like 2,000,000 boxes and other growers and packers who have fruit fit to ship will command, and get, almost any prices they see fit to ask.

Algeria Grapes—A few boxes are left in the local market, and to close them out, the different dealers name prices which ought to invite the attention of the retail trade. Our quotations, as they appear elsewhere, are fully as low as prices realized at the New York auctions.

Dried Fruits—Dates, figs and other articles of like class have dropped off a notch, and, as the demand from now on will be limited, we look to see prices somewhat weaker.

Foreign Nuts—Prices are decidedly in favor of the buyer, and, as the demand is limited, those with stock on hand are desirous of closing it out.

From Out of Town.

Calls have been received at THE TRADESMAN office during the past week from the following gentlemen in trade:

E. M. Smith, Cedar Springs.
G. H. Walbrink & Sons, Allendale.
Frank Smith, Leroy.
Rockafellow Merc. Co., Carson City.
E. J. McNaughton, Coopersville.
J. W. Milliken, Traverse City.
C. Westerhouse, Ferrysburg.
Frank E. Shattuck, Sand Lake.
J. C. Neuman & Co., Dorr.
B. W. Ellison, Alma.
F. G. Rice, Six Lakes.
Bale & Co., Fennville.
O. P. DeWitt, St. Johns.
Y. E. Marvin, Clarksville.
Frank Hamilton, Traverse City.
A. W. Fenton & Son, Bailey.
H. Baker & Son, Drenthe.
Miss C. Addis, Rockford.
Robt. Johnson, Cadillac.
J. C. Neuman & Co., Dorr.

The man who says he cares nothing for public opinion is in a fair way to have public opinion do him up.

CONTEMPT OF COURT.

Sovereignty—that is, the sovereign power of a Government—being a prerogative or an assumed and conceded power not created by legislation, is in certain directions almost unlimited. A Government, by virtue of its sovereign power, can do whatever its people will permit it to do and whatever other sovereign nations will endure from it.

The departments of the American system of Government—the legislature, executive and judicial—being each, to a certain extent, independent of the others, and to a degree sovereign, are in some respects in the possession of practically unlimited power. As regards the courts, their prerogative is almost absolute. Take the matter of punishing for contempt. There is no law defining contempt of court, or declaring what acts are in contempt, and what may be committed with impunity. Laws have been made limiting the term of imprisonment which may be imposed for contempt of court; but beyond this there is no limitation.

This subject has recently come to be much discussed in connection with the injunctions issued last summer against railroad strikers in Chicago and elsewhere by the United States courts. Those courts issued writs of injunction commanding any and all parties not to interfere with the running of certain railroad trains, and when these orders were disobeyed, the army of the United States took the field to enforce them, and, subsequently, individuals have been adjudged in contempt and have been punished by sentence of court.

The railway strikes in question were of such extent that they reached the proportions of a rebellion against the authority of the United States, and summary proceedings by military force were employed to suppress them. The relation of the United States courts to the entire affair has been made the subject of widespread discussion, and has excited so much interest and inquiry that efforts are being made to limit by statute of Congress the prerogative of punishing for contempt.

To this end a bill has been prepared by Ex-Senator and Ex-Judge Lyman Trumbull, of Illinois, and it has been introduced into the Senate at Washington by Senator Pugh, of Alabama. It proposes to define contempt of court, and to declare what acts are in contempt. Just how far Congress may undertake to interfere with the judiciary is not known; but it would not be surprising if some day there should grow up more or less conflict between the several cognate, independent and sovereign departments of the Federal Government.

The Latest in Show Cases.

A large double deck, plate glass top, double strength, show case, serving as a beautiful counter, is much admired at the new cigar store of Herbine & Co., 7 South Division street. The entire front of the case, clear to the floor, nicely displays the goods, which are thus economically stored. These show cases are designed and made by the Grand Rapids Hand Screw Co., at 53 and 55 South Front street, and are a very successful side line. This company has the exclusive right to use the Rice patent cigar moistener.

A good way to secure happiness for yourself is to make others happy.

Drug Department.

State Board of Pharmacy.

One Year—Ottmar Eberbach, Ann Arbor.
Two Years—George Gundrum, Ionia.
Three Years—C. A. Bugbee, Charlevoix.
Four Years—S. E. Parkill, Owosso.
Five Years—F. W. R. Perry, Detroit.
President—Fred'k W. R. Perry, Detroit.
Secretary—Stanley E. Parkill, Owosso.
Treasurer—Geo. Gundrum, Ionia.
Coming Meetings—Detroit, Jan 8; Grand Rapids, March 8; Detroit (Star Island), June 24; Lansing, Nov. 5.

Michigan State Pharmaceutical Ass'n.

President—A. S. Parker, Detroit.
Vice-President—John E. Peck, Detroit.
Treasurer—W. Dupont, Detroit.
Secretary—F. C. Thompson, Detroit.

Grand Rapids Pharmaceutical Society.

President, John E. Peck; Secretary, B. Schrouder.

CONCENTRATION OF THOUGHT.

It Moves the World, but Unbalances the Individual.

Written for THE TRADESMAN.

I wonder if the first man was endowed with brains. Viewing him from the vantage ground of our times, we are strongly inclined to believe that the first man's head was diminutive in size, or that it contained a vacuum which required the development of countless generations of men to fill with brains. The only escape from this heresy is to assume that man did actually possess brains from the beginning, but that he remained in total ignorance of the fact, until our glorious century dawned upon the world. This may be the correct solution, but it is hard to understand how any man can really possess brains and not know it. It is more rational, if not quite so orthodox, to believe that this gray matter which is revolutionizing everything required all these centuries to develop to the materializing point. Taking this view of the matter, we are able to judge our bloodthirsty and licentious progenitors more leniently, and can look upon their deeds with more pardonable grace. When a man is asked, nowadays, to account for some unwise or disreputable act committed, his only excuse is, "I never stopped to think." This would-be apology is no apology at all—it is a frank, full confession of guilt. He knows that he has a brain with which to think; that it is his duty to make the best possible use of it in the regulation of his conduct, and that, when he acts independently of thought, he is justly accountable for the act and its consequences. Not so with the forerunners of our race, for, according to the above hypothesis, they had nothing with which to think.

Through what a long night of darkness has mankind passed! Natural law was a sealed book, and all natural phenomena were attributed to supernatural causes. Tradition was the only source of knowledge recognized by the priests, who were the intolerant masters of the people. Superstition ran riot. Every unusual event was clothed with supernatural significance, and interpreted as a manifestation of the wrath of deity, a sign of some impending event of great importance, or an omen of dire calamity to come. Development! Why, the wisest man of all antiquity, after diligent search through all the centuries that preceded him, declared that there was nothing new under the sun. Had this grand old temple builder lived many centuries later, he might, with as much truthfulness, have made the same declaration.

New things under the sun were reserved for the times in which it is our glorious privilege to live—for the times when the minds of men have reached a

limit of expansion sufficient to break the bars of tradition and enter the free open avenues of investigation which lead up to the fountain of all true knowledge. This emancipation from mental bondage is not yet completed—far from it. Yet, we have already become so accustomed to the wonderful discoveries and marvelous inventions of the times that all feelings of wonder and surprise have deserted us. We are not surprised at anything. All things seem possible to us now, and, instead of profound astonishment at what has been accomplished, there is an impatient demand for even greater things. To illustrate: We believe that wheels must, sooner or later, give place to wings; but the possibility that it will not happen in our day makes us impatient, and we almost wish we had been born into the world at a later period. To think that we will have to tramp through mud or be carried by electricity (already become too slow), while our descendants will fly through the air, produces a feeling akin to downright discontent and makes us ungrateful for what we have. This is as it should be, for complete satisfaction with the present would preclude the possibility of improving the future. This was the very blight that made mudsills of our forefathers. Traditions could not be amended or repealed—the present was always perfect in itself, and woe to the poor wretch who, through a premature quickening of the brain, said it was not. We have tasted of the fruits of a little materialized thought, and, strange as it may appear when our condition is compared with that of our antecedents, it has made us discontented with the present and inspired us with grand hopes for the immediate future. Why, men no farther removed from us than our own grandfathers were really startled out of the terrible mental lethargy which they had inherited from so many generations, by witnessing that brain exhausting invention known as the *grain cradle*. Ever since Ruth gleaned behind the reapers in the harvest fields of Boaz, the principle of reaping grain, although enlarged and given various applications, had virtually remained the same all through the centuries. No wonder grandpa was startled, in his day, to witness such an outburst of inventive genius.

Now, what are some of the changed conditions brought about by the dawning of this age of emancipated thought? We find vague fancies and old foggy superstitious notions supplanted by newly acquired and clearly demonstrated facts. We find new theories, new methods and new appliances; and we find that all of these things, wonderful as they appear to be when first introduced, are soon thrown aside for others more wonderful still. There appears to be no stability to anything. Everything seems to be passing through a transitory state from crudity to perfection. We are climbing at a rapid rate, and nothing can stay our progress until finite mind has reached its limit. That time will surely come; but when, or what wonderful developments or startling discoveries are to be made first, who can tell? The motive underlying all this awakened energy is a selfish one pure and simple. It is this that gives it its great power. In the general upheaval some become suddenly wealthy and others become suddenly famous. Visions of easily acquired riches and

fame are thus presented to all men, and they become speculative and are goaded by the spirit of restless business activity and they get exceedingly combative in acquiring elbowroom.

It is needless to say that a man who would "keep up with the procession" to-day must do some tall thinking. Every man in the marching ranks does think. The man who does no thinking in this magnificent brain age would no sooner take his place among the rank and file of business workers than he would be run over and crushed. What is true of physical energy is just as true of mental energy—its effectiveness depends upon the amount of it and the manner in which it is applied to the work in hand. Some men possess an abundance of physical energy, and expend it, too, without accomplishing anything. I knew a man in my native village who had more hard days' work in him than any man I ever knew. He ran a general store, two sawmills, a farm, a warehouse business, kept the post office, and acted as administrator of estates. He was up in the morning and away to the farm; down to the mill yard, inspecting and giving orders for the day; away to the woods with log marker over the shoulder, and back to the store before the junior clerk had finished sweeping out, and before the senior clerk (that was myself) had eaten his breakfast. All day long and late into the night he kept up his ceaseless round in guarding his many interests, catching his meals only as circumstances permitted, and never complaining of weariness; yet, in spite of his superabundance of physical energy, he finally wore himself out and made a miserable failure of everything. He is still living, but the post office is the only thing left him, from which he derives a revenue of about \$600 per year. This simple illustration (found everywhere) shows how great physical energy may be absolutely wasted through misapplication. If it had been concentrated and brought to bear upon one line of action nothing could have prevailed against it; it would have been a power sufficient to force any single undertaking on to success. It is the same with mental energy. Diversified thought may be refreshing, and it may tend to preserve the equilibrium of the individual; but it is not the kind of thought that moves the world. The energy possessed by every man, both mental and physical, is a fixed quantity and has a present fixed market value. It is subject to measurement and appraisal, just as are goods and chattels. Now, suppose the measure of a man's physical energy be 10 hours' steady manual labor out of each 24 hours, and that the value be 30 cents per hour, or \$3 for the whole 10, when concentrated and applied to the work in hand. Hours of steady labor are the units of measurement, and, when such a man performs his 10 hours' labor, his stock of physical energy for that 24 hours is exhausted. Every hour of energy he uses after that he borrows from the next 24 hours, or, at least, from the future. He may borrow at the expense of the future, but, as sure as he lives, he will have to return it at his own expense. I have thus digressed to show that concentrated energy ought not to include borrowed energy. Sufficient unto the day is the energy thereof, provided the just amount demanded of every man be concentrated and applied with singleness of purpose. Then, again, suppose the man be a blacksmith, and a big burly P. of I. with buckwheat chaff in his hair and tobacco juice in his whiskers comes along and calls him "an old botch," and that the son of Hercules gets mad, throws down his sledge hammer, jerks off his cowhide apron and

malls that P. I. for a full hour—what is this but wasted physical energy worth at the rate of \$3 per day? "Only lost time," someone says. Not true; if it were only lost time, the blacksmith might easily make it up before the expiration of that 24 hours; but it is lost energy and cannot be redeemed except by drawing upon the future, and in such case the draft must be paid by the drawer—there is no dodging the issue. Thinkers may make their own application of the above illustration. The power of thought is limited, but, when concentrated and concentrated upon some objective point, and held there, it moves the world.

Before closing this paper, I wish to touch, briefly, the other side of this picture. I once read of a fly that was one of the very few survivors of its kind that had succeeded in passing through a very severe winter. The sufferings and hair breadth escapes of this poor fly were depicted in detail. At last, the fly reached the month of April and was permitted to fulfill the grand mission of its life, namely, lay its egg and die. It had endured all this suffering for this one purpose, and, at last, it required all the vitality the fly had remaining to accomplish it. It killed the poor fly, but what became of that egg? By April 24 it had multiplied itself 300 times; by May 24 the number had reached 90,000; by July 2, 27,000,000, and, when August 8 came around, that poor defunct fly was represented by a following of 2,100,000,000. Think of that, ye concentrated thinkers, and grind away on that gray matter until the last atom is exhausted.

When a man is wholly absorbed in thought, he should not venture out of his dungeon without a guardian. Did you ever meet such a man on the street? You have, of course. You are personally acquainted with him and you have often spoken unkindly of him. You have said: "There's something about that man I don't like. Sometimes when I meet him he is charmingly courteous—acts like other men; then, again, I meet him and he doesn't seem to recognize me and it makes me feel annoyed. It works on my sensitiveness and I imagine all sorts of things. The next time I meet him he is cheeriness itself. I declare, sometimes I think the man is half crazy." This is the way you have talked about him, but don't do so again. Give him your sympathy instead, for he is a modern thinker and is justly entitled to it. His little eccentricities and temporary spells of absentmindedness are but the outward signs of that total surrendering of self which is demanded by concentrated thought. So entire is this surrender of self that thinkers have been known, after spending a whole night in intense study, to untress the clock and wind themselves up, and afterwards tuck the candle snugly in bed and blow themselves out. E. A. OWEN.

Seely's Flavoring Extracts

Every dealer should sell them.

Extra Fine quality.

Lemon, Vanilla, Assorted Flavors.

Yearly sales increased by their use.

Send trial order.



Seely's Lemon.

(Wrapped)

	Doz.	Gro.
1 oz.	\$ 90	10 20
2 oz.	1 20	12 60
4 oz.	2 00	22 80
6 oz.	3 00	33 00

Seely's Vanilla

(Wrapped)

	Doz.	Gro.
1 oz.	\$ 1 50	16 20
2 oz.	2 00	21 60
4 oz.	3 75	40 80
6 oz.	5 40	57 60

Plain N. S. with corkscrew at same price if preferred.

Correspondence Solicited

SEELY MFG. CO., Detroit Mich.

Wholesale Price Current.

Table of Wholesale Price Current with columns for 'Advanced', 'Declined', and various chemical and medicinal products like Aceticum, Benzoeum, and others.

HAZELTINE & PERKINS DRUG CO. VALLEY CITY POULTRY POWDER

Nothing Like It to Make Hens Lay in Winter.

A valuable addition to the feed of laying Hens and growing chicks, and a sure preventative for Cholera Roupé and Gapes.



Price 25 Cents.

HAZELTINE & PERKINS DRUG CO., Manufacturing Chemists, GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

The prices quoted in this list are for the trade only, in such quantities as are usually purchased by retail dealers. They are prepared just before going to press and are an accurate index of the local market. It is impossible to give quotations suitable for all conditions of purchase, and those below are given as representing average prices for average conditions of purchase. Cash buyers or those of strong credit, usually buy closer than those who have poor credit. Subscribers are earnestly requested to point out any errors or omissions, as it is our aim to make this feature of the greatest possible use to dealers.

Table listing various grocery items such as Axle Grease, Baking Powder, Bath Brick, Bluing, Brooms, Brushes, Candles, Canned Goods, Cheese, and more, with their respective prices.

Table listing various grocery items such as Apricots, Blackberries, Cherries, Peaches, Raspberries, Strawberries, and more, with their respective prices.

Table listing various grocery items such as Catsup, Clothes Pins, Cocoa Shells, Coffee, Crackers, Dried Fruits, and more, with their respective prices.

Advertisement for Michigan Condensed Milk Co. featuring 'First Prize Brand Condensed Milk' and 'Genuine Green Currants' with images of the product cans.

Table listing various grocery items such as Raisins, Prunes, Envelopes, Farinaceous Goods, Fish-Salt, and more, with their respective prices.

Advertisement for Souders' Flavouring Extracts, featuring 'Regular Vanilla' and 'Jennings' products, with an image of a bottle and a list of prices.

PICKLES, MEDIUM, Half bbls, 600 count. PIPES, Clay, No. 216. POTASH, 48 cans in case. RICE, Domestic. SPICES, Whole Sifted.

SALERATUS, Packed 60 lbs. in box. SEELY'S EXTRACTS, Lemon. VANILLA. SOAP, Laundry. SUGAR, Below are given New York prices on sugars.

TEAS, JAPAN-REGULAR, Fair, Good, Choice. SUN CURED, Fair, Good, Choice. BASKET FIRED, Fair, Choice. ENGLISH BREAKFAST, Fair, Choice, Best. TOBACCOS, Fine Cut, P. Lorillard & Co's Brands.

WOODENWARE, Tubs, Pails, Bowls. HIDES PELTS AND FURS, Mink, Coon, Skunk. GRAINS AND FEEDSTUFFS, WHEAT, No. 1 White (58 lb. test). FISH AND OYSTERS, FRESH FISH, Whitefish, Trout.

CROCKERY AND GLASSWARE, LAMP BURNERS, No. 0 Sun, No. 1. LAMP CHIMNEYS, No. 0 Sun, No. 1. LANTERN GLOBES, No. 0, Tubular, cases 1 doz. each.



Wants Column. If you want to buy or sell a stock of merchandise, invite correspondence through our Wants Column

KNIGHTS OF THE GRIP.

Most Successful and Largely Attended Convention Ever Held.

The sixth annual convention of the Michigan Knights of the Grip convened at Lockerby Hall, at 2:30 p. m., Wednesday, Dec. 26, with President Waldron in the chair.

John M. Fitch, of Corunna, chaplain of the organization, invoked the divine blessing upon the proceedings, and W. H. Baier, the "sweet singer" of the organization, sang a clever song in dialect, which was cheered to the echo. Then the convention settled down to business.

A resolution was introduced and adopted commending the creation of a commercial travelers' home at Binghamton, New York, and pledging the support of the members to the project.

A communication was read from J. T. Patton opposing the proposed amendment to the constitution creating an accident insurance department. On motion of A. F. Peake, the communication was referred to the Committee on Constitution and By-Laws.

James Kelley, of Dallas, Texas, sent congratulations from the Lone Star State and suggested that the next convention be held at Dallas, which proposition was received with applause.

Edward A. Moseley, Secretary of the Inter-State Commerce Commission, asked for information as to the name of the organization and a list of the officers. The Secretary was instructed to make the proper reply.

President Waldron then read his annual address, which is given in full on pages 9 and 10 of this issue.

Secretary Mills then presented his annual report, the full text of which is given on page 11.

Treasurer Reynolds presented the following report:

GENERAL FUND.	
Balance on hand.....	\$ 59 78
Received from Secretary.....	1,801 05
Total receipts.....	\$1,860 83
Disbursements.....	1,615 87
Balance on hand.....	\$ 244 96
MORTUARY FUND.	
Receipts during the year.....	\$4,600 25
Eight death benefits paid.....	4,000 00
Balance on hand.....	\$ 600 25

President Waldron then announced the special committees, as follows:

Constitution and By-Laws—F. M. Tyler, Grand Rapids; A. F. Peake, Jackson; E. L. Smith, St. Johns.

Vice-Presidents—J. N. Bradford, Grand Rapids; W. H. Baier, Detroit; Samuel Simons, Saginaw, E. S.; J. J. Evans, Bay City; E. A. Aylward, Jackson.

Resolutions—Leo A. Caro, Grand Rapids; F. R. Streat, Flint; John McLean, Detroit; B. G. VanLeuven, Grand Rapids; L. S. Rogers, Detroit.

President's Address—A. W. Stitt, Jackson; John Fildew, St. Johns; J. J. Frost, Lansing.

On motion of N. B. Jones the chairman was instructed to refer all resolutions offered to the Committee on Resolutions without debate.

Geo. F. Owen, chairman of the Committee on Incorporation, reported against such action, but his report was laid on the table.

A. G. Ellis, chairman of the Hotel Committee, reported that the contract system with hotels was being abused by some of the members and recommended its abandonment. The report was accepted, to be taken up sometime during a succeeding session.

John J. Bush presented the report of the Committee on Legislation, recommending that the bill introduced in the House of Representatives by Representative Raynor removing the restriction as to the issuance of 5,000 mile railroad tickets to commercial travelers be commended and the members use all endeavors to secure its enactment. Adopted.

W. V. Gawley, chairman of the Committee on Employment and Relief, reported that few calls for assistance had been made upon him, all of which had been supplied by him personally and in every case the loan had been promptly repaid.

The reports from the Vice-Presidents in the several districts of the State showed marked progress both in membership and general interest all along the line.

The meeting then adjourned until THURSDAY MORNING, when A. W. Stitt, chairman of the Committee on President's Address, reported a unanimous endorsement of the President's ideas and recommendations, with one exception—that relating to the election of Secretary of the Board of Directors instead of by the body. A majority of the Committee was against the President on that point. Adopted.

Leo A. Caro, chairman of the Committee on Resolutions, returned thanks to the citizens of Grand Rapids for the magnificent entertainment afforded the Michigan Knights of the Grip; to Post E for the manner in which the Association was received and the banquet and ball the night before; to the officers of the Association for the able manner in which they had performed the duties devolving upon them during the past year, and to the newspapers for their generous treatment.

Resolutions of regret were adopted because of the absence of ex-President A. C. Northrop, of Jackson, on account of sickness, and because the Supreme Ruler has considered it wise to call eight members of the Association to their homes beyond the dark river.

The candidacy of D. G. Crotty for Sargeant-at-Arms of the Senate at the coming session of the Legislature was endorsed.

The meeting then adjourned to enable the members to participate in the parade.

THE AFTERNOON SESSION.

Geo. F. Owen, chairman of the special Committee on Incorporation, reported against such action on the part of the Association. Adopted.

Major Jacklin, of the Finance Committee, reported that the reports of the Secretary and Treasurer were correct. Adopted.

Frank M. Tyler, chairman of the Committee on Constitution and By-Laws, presented the following recommendations:

That the proposed amendment to extend the membership to traveling men outside of the State be not adopted. Recommendation adopted.

That the proposed amendment to expel any member for conduct unbecoming a gentleman or a commercial traveler be adopted. Recommendation adopted.

That the proposed amendment changing the time for paying the mortuary assessments be changed from 60 days to 30 days. Recommendation adopted.

That the proposed amendment relative to the adoption of an accident insurance feature be referred to the Board of Directors, with power to act. Recommendation not adopted.

That the proposed amendment providing for the election of the Secretary by the Board of Directors instead of by the organization be adopted. Recommendation not concurred in.

On motion of L. J. Koster, the present hotel agreement, providing for the free entertainment of wives of members, was abrogated.

The "house rules" recommended by Post E and adopted by the Board of Directors were adopted by the organization for the government of this and future conventions.

L. F. Rogers moved that a committee of three members be appointed by the chairman to communicate with the Michigan Passenger Agents' Association relative to the adoption of a 5,000 interchangeable mileage book. Adopted and L. F. Rogers, John R. Wood and E. P. Waldron appointed as such committee.

Election of officers being then in order, John McLean nominated Major R. W. Jacklin, who was unanimously elected.

A. F. Peake nominated Geo. F. Owen for Secretary. He was also unanimously elected.

For treasurer A. W. Stitt nominated Chas. McNulty, of Jackson; J. F. Ham-mell nominated J. J. Frost, of Lansing; Samuel Simons nominated Geo. A. Reynolds, of Saginaw, E. S.; Chas. H. Smith

GRAND RAPIDS STORAGE AND TRANSFER CO., Ltd.,
General Warehousemen and Transfer Agents.

Dealers in
Carriages, Wagons, Agricultural Implements and Binder Twine.
General Office, 83 South Division Street, Grand Rapids.

COLD and DRY STORAGE.

General Office, Telephone 9.5.
Warehouse, Telephone 954. E. J. BROOKS, Man'g.

Swartout & Downs,

JOBBERS OF

LADIES' AND GENTLEMEN'S FURNISHING GOODS

and

STAPLE NOTIONS.

Full and Complete Lines in All Departments.

41 South Division St.

Grand Rapids, Mich.

OYSTERS.

POULTRY.

OSCAR ALLYN

Wholesale,
106 Canal.

FISH.

GAME.

—: ORANGES :—



HAT BRAND ORANGES REGISTERED



Every box guaranteed full count and perfectly sound. The handsomest pack, finest fruit, and heaviest package in the market.

ALFRED J BROWN CO., Michigan Agents.

5c TRY THE 5c
S. C. W.
5c NICKLE CIGAR. 5c

Sold by All Wholesale Dealers Traveling from Grand Rapids.

COUPON BOOKS IF YOU BUY OF HEADQUARTERS, YOU ARE CUSTOMERS OF THE TRADESMAN COMPANY.

nominated Herman E. Vasold, also of Saginaw. The first informal ballot resulted in 254 votes being cast, divided among the various candidates as follows:

Frost	129
McNolly	69
Reynolds	65
Vasold	5

The second ballot resulted as follows:

Frost	146
Reynolds	59
McNolly	40

Mr. Frost, receiving a majority of the votes cast, was declared unanimously elected.

Election of directors resulted in the selection of the following: Samuel Simons, Saginaw; J. F. Hammell, Lansing; F. M. Tyler, Grand Rapids; John R. Wood, Detroit.

Election of Vice-Presidents resulted as follows:

- 1st—A. S. DeJolia, Detroit.
- 2d—M. J. Moore, Jackson.
- 3d—L. D. Dickinson, Hillsdale.
- 4th—Grant S. Bennett, Kalamazoo.
- 5th—J. W. Waltman, Grand Haven.
- 6th—D. C. Slaght, Flint.
- 7th—Frank Mosher, Port Huron.
- 8th—Geo. F. Shaw, Saginaw.
- 9th—J. H. Cummings, Muskegon.
- 10th—J. J. Evans, Bay City.
- 11th—Scott Woodward, Traverse City.
- 12th—Otto H. DeGener, Marquette.

There being no further business, the meeting adjourned.

Proverbs for the Country Grocer.
Solomon Levi in Minneapolis Commercial Bulletin.

Let not thy store assume the air of a junk shop on River street lest thy good customers forsake them and moss grow on the back of thy business.

Be not too desirous to make thy store the roost of gossips. He that gossipeth with his mouth and cheweth with his jaw and spitteth with his lip on thy stove from noon till night, even he will ask thee for credit for a half pound of tea and a dollar's worth of tobacco.

Break not thy back to get appointed postmaster that thou mayest draw trade to thy store thereby; there be they that will damn thee for thy poor postal service and thy governmental airs, that otherwise would denigrate thee a good fellow and bring shekels to thy till.

Beware the man that sampleth thy shredded codfish, and picketh at thy prune basket, and gnaweth at the corner of thy plug tobacco, and nibbleth at thy cheese; yet buyeth not half the goods that he cribbeth; thou shalt do well to request this man to get a move on himself and return not yet again. Thus shalt thou drive him to thy competitor to the grief of thy rival and the comfort of thine own heart.

Make thyself friends with the honest farmer that payeth his bills and buyeth goods wisely; show thou to him thy newest calicoes and thy freshest crackers; for behold thy shopworn goods are more meet for the hands of him that dead beateth his way at thy shop.

Let not the cob pipe loafer sit on thy butter tub. Lay not thy codfish on thy cheese; nor shovel Paris green with thy sugar scoop; lest thy discreet customer, taking cognizance of these things, flee thy store for him that hath horse sense regarding decency.

Statement from Mr. Edgar.

LAKEVIEW, Dec. 27—My attention has been called to an item in THE MICHIGAN TRADESMAN of Dec. 19, under the head of "Lakeview Laconics," which reads as follows: "Lakeview will have her first reputable banking house about January 1, with L. P. Sorenson as proprietor."

I am at present, and have been for more than one year last past, doing a banking business at Lakeview, and such publication reflects upon me and my business.

I, therefore, request that you give place to this statement, assuring you that you have been misled by a correspondent who does not fairly represent the best interests of the village and who is unable, either by education or environment, to correctly report the truth.

S. S. EDGAR.

Where bravery oversteps the line of prudence, recklessness begins.

Pungent Protest Against the Country Peddler.

Written for THE TRADESMAN.

Those of us who have been peacefully resting under the impression that we were so far from the great cities that the "wholesale" grocery peddlers would not find us, have been rudely awakened from our dream of peace. He has been here, canvassed the town from house to house, taken some orders, made a little talk among our customers, and then, folding his tent like the Arab, has silently stolen away—whether he stole anything else has not been recorded.

The advent of one grocery peddler should not make such a very great difference with the trade of a town the size of Central Lake; but it has its effect. The one in question took orders for full packages—three pound caddies of tea—twenty pound boxes of crackers, etc.—and got good prices for what he sold. He may or may not come again; but the people he has sold to will be "overloaded" on the goods they purchased, for some time to come. When our dealers have forgotten all about the long departed grocery peddler, they will wonder why they have sold so few raisins, and why particular kinds of canned goods, heretofore staple, do not move off their shelves.

It is not so much that a peddler has come among us as it is that we are open to more and more frequent visitations of his character as our village increases in population, and what is true of Central Lake may be said of many other towns in the State.

Laws should be so arranged that the citizens of a place, men who have money permanently invested in real estate, buildings and goods, should not be marks for the sharpshooters of the entire world.

In farming communities, especially when the country is new, the peddler is undoubtedly a certain convenience; but after regular trading points are established, the latter should receive a moderate protection.

I cannot see by what law of right and justice the State of Michigan can issue licenses authorizing certain persons to roam at will throughout the unincorporated portion of our domain, and hawk goods at will on the territory and under the noses of those who have spent time, money, brains, energy, and perchance, talent, to build up a commercial center out of a howling wilderness. The vagabond merchant goes airily on his way, gaily chinking in his greasy pockets the profits which should have gone to the legitimate dealer.

This, of course, is a free country, free as the rolling waters of the foaming sea, and, save a few hundred restrictions, man in the United States is allowed to do exactly as he pleases. If he so desires, he may take a pack on his back and go through the rural districts selling goods whithersoever he listeth; but let him beware the city and the incorporated village.

Now, in the name of reason and common sense, why should the city merchant receive protection which is denied his rural compeer?

Is it strange that, after the country storekeeper has paid taxes, special taxes, assessments, insurance, rent, subscriptions to dozens of charities, public and private, clerk hire, freight, drayage, mileage, breakage, dockage, storage, stealage and charge for package for so many years—is it strange, I repeat, that he, after long suffering in silence the inroads of the mercantile tramp, the invasion of the auction store, the ravages of the sheriff sale shark, and the atrocities of the "bursting up merchant buyer," at length raises his voice in public protest at the injustice and incongruity of our peddling laws?

GEO. L. THURSTON.
Central Lake, Mich.



Mail and telegraph orders receive special attention.

G. H. BEHNKE,

WHOLESALE

Flour, Feed, Grain, Hay, Straw, Etc.
CAR LOTS A SPECIALTY.

Will make up mixed Cars on Application. First Quality Goods at Lowest Prices Guaranteed.

Try my **Fancy Straight Flour.**

It's the newest thing. Contains more nutriment and makes whiter bread than any other flour.

Thoroughbred Poultry Stock and Eggs. Poultry Supplies.

Office Telephone, 112-1R. 30 East Bridge St., Cor. Kent St., GRAND RAPIDS, MICH.

MUSSELMAN GROCER CO.,

WESTERN MICHIGAN AGENTS FOR

G. H. Hammond Co.'s Celebrated Butterine

SPRINGDALE (dairy) in 1 and 2 lb. rolls and tubs.

SPRINGDALE CREAMERY in 1 lb. rolls, 2 lb. prints and tubs.

GOLD NUGGET (fancy creamery) in 1 lb. prints.

These goods took the lead in this market last season and we have reason to believe they will maintain their supremacy the coming season.

MUSSELMAN GROCER CO.

Paul Eifert

Welcomes the traveling fraternity from all points of the compass and invites attention to his line of Trunks, Bags and Sample Cases Anything made to order at

50 Canal St.

RINDGE, KALMBACH & CO 12, 14 & 16 Pearl St. GRAND RAPIDS.

Manufacturers and Jobbers of

Boots, Shoes and Rubbers.

Our stock for fall and winter trade is complete.

New lines in warm goods and Holiday Slippers. We have the best combination Felt Boot and Perfection made.

Inspection Solicited.



Agents for the Boston Rubber Shoe Co.

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence

NEW YORK, Dec. 29—No sorrow is felt regarding the decease of 1894, and, almost without exception, merchants are anticipating a steady increase in business from now on. The railroads show better earnings and this is important as indicating a steady gain all around.

The coffee market remains *in statu quo*. The demand is steady, but by no means large. Holders are confident that prices will rule higher. Quotations given now can hardly be called authentic, but for No. 7, 15½c is probably the right figure. Mild coffees seem to be taken with more readiness, and, while sales are of no great importance, they are made at full rates. The amount of Brazil coffee in store and afloat is given as 554,392 bags, against 471,351 bags last year.

Granulated sugar is dull—extremely dull—and, while there is no change in posted quotations, it will not be surprising to see the present low figures beaten. It is doubtful if we see granulated sugar at 5c again. The present rates should stimulate consumption.

There is a fair supply of molasses here, but the demand is moderate. Buyers will make no purchases of importance before the turn of the year. There has been no change in quotations, but prices will be shaded, if necessary, to effect a sale.

Nutmegs have not been shipped from producing points for some time, and prices are firmly held, but nothing else in the spice line shows any special "solidity." The demand is only of the usual character and sellers are glad to make concessions.

Rice has been freely taken and foreign sorts are in light supply, comparatively. Prices show no particular change. The supply south seems to be readily taken, and holders are confident.

Canned goods close at the end of the year decidedly "sick." The demand is almost nil and qualities and prices are at any range. Gallon apples, \$2@2.25; No. 3 cans, 90c@\$1. Tomatoes are irregular and weak. A big supply seems imminent, from the failure of a firm in Philadelphia which carried an immense stock. Standards are worth 65@75c.

The cold weather is having a retarding influence upon the supply of apples. Prices are firm and higher and the demand fairly good. Quotations for Spitz, \$2.50@4 per bbl. Cranberries are well held, with a range of from \$9@13.

Dried fruits have fallen off in demand and little is doing. The entire market presents a dull appearance and no relief is looked for just at present.

Butter is dull and for the very best Western 24c is the top. The supply of this sort is not overabundant, but there is, seemingly, plenty of all other grades.

Cheese is quiet and the market remains entirely unchanged. The quietness will likely continue for some time.

Eggs are higher and the market is very firm. Shipments are made with a good deal of breakage. The finest Western readily bring 23c.

Best pea beans are worth \$1.70; choice white kidney, \$2.35. The market is not active.

Provisions are decidedly firmer, owing, probably, to speculation. JAY.

Traveling Men as Good Samaritans.

GRAND RAPIDS, Dec. 28—Received of C. W. Leggett the sum of Two Hundred and Twenty-six (\$226), being the amount of money subscribed and paid by members of the Association of the Knights of the Grip for the benefit of the family of Wm. Morgan, house carpenter of the Morton, who was accidentally killed Dec. 26 while operating the freight elevator in said Morton House.

I am delegated to use this fund for the best interest of his family.

WILDER D. STEVENS.

The Dry Goods Market.

Pending a complete revision of the dry goods quotations, the latter are omitted this week but will appear in corrected form next week.

The Grain Market.

Wheat prices during the week have fluctuated and been rather unsettled, favoring lower prices. This condition was more pronounced on Friday, when prices on futures slumped off 1c, which may seem small, when we take the already low prices prevailing into consideration. The immediate cause is that the mills all over have curtailed their output and report has it that the Wall street syndicate sold out 2,000,000 bushels, which they were tired of holding, seeing no advance in the near future. Receipts in the Northwest have fallen off very materially of late, but our exports have been 20,000,000 bushels less since Aug. 1 than during the corresponding time in 1893, and the "long" speculators are looking with some fear at the large amount in sight. The market recovered somewhat, on account of some 450,000 bushels of wheat and flour being exported on Saturday—rather above the average—and also on account of 600,000 bushels being burned up at Toledo. Owing to the foregoing, the visible may show a very small increase. Prices in Grand Rapids are 53c per bushel, or within 2c of Detroit or Toledo prices, which should draw wheat to this market if ever.

Corn is weak, owing to several causes, which have been stated before. Probably the two main causes are that corn is too high to manufacture into glucose, owing to the low price of lager, and the distillers are not using the amount they usually do.

Oats remain firm, and, although high compared with other grains, the general impression is that there will be higher prices. Whether that will be realized remains to be seen.

Receipts during the past week were: wheat, 29 cars; oats, 2 cars; corn, 11 cars. This is an extremely small receipt of wheat, but about the usual supply of corn and oats. C. G. A. VOIGT.

The Hardware Market.

General trade is very quiet. Up to Christmas buying was quite freely done; but, since then, everybody has stopped and we presume that in a great many cases dealers are taking inventory. The past year, we think, as a general thing, has been quite a disappointment to hardware dealers. Business has not been as good as anticipated and a general shrinkage in values has been going on all the time; so that it has been impossible for a dealer to keep pace with the declines. We should estimate that to-day the general line of hardware is 25 per cent. lower than one year ago. What the coming year will bring forth no one can tell. It is hoped that bottom has been reached. The consumption of hardware at present is small and but little buying is being done for immediate wants, but dealers, in many cases, are placing orders for spring shipments in barbed wire, wire nails, agricultural tools, poultry netting, wire cloth, screen doors and windows, etc. Prices named are low and it does seem as though no risk is taken in placing orders at present quotations. Owing to the open winter, wire nails and window glass have been moving quite freely. Skates, also, are scarce and prices have advanced on the cheaper grades. Hand sleighs and snow shovels are a dead letter, and, unless we soon have some snow, those that have any can make arrangements to carry them over. "Give us good times again" is the prayer of the hardware merchant.

Purely Personal.

B. P. Mills, general dealer at Hodge, spent holiday week in the city, the guest of friends.

H. L. C. Hall, house salesman for the Hazeltine & Perkins Drug Co., has entered upon his eleventh year with that house.

Geo. B. Horton, the Cheese King of Lenawee county, was in town last Saturday. Mr. Horton operated seven factories during the past season.

Wm. B. Holden has left the men's furnishing goods department of Voigt, Herpolsheimer & Co. to take a position on the road for the Grand Rapids Custom Shirt Co.

Capt. E. P. Watson, for many years engaged in the grocery business at Muskegon, has gone to Sebawaing, to assume charge of the clothing department of John C. Liken & Co.

Wm. Hugh, Jr., the Morley flour miller, was in town Monday, for the purpose of collecting a pork bill from Chas. S. Robinson, Secretary of the Grand Rapids Packing & Provision Co.

F. Hollman, for the past two years Western Michigan representative for Jnc. Finzer & Sons, of Louisville, has been transferred to the Eastern Michigan territory, with headquarters at East Saginaw. He is succeeded in this field by Jas. A. Massie, formerly on the road for the I. M. Clark Grocery Co.

OYSTERS

I am keeping down prices notwithstanding the advance. Order at once for your holiday trade

Daisy Brand, Favorites, per can	14
Daisy Brand, Standards, per can	16
Daisy Brand, Selects, per can	22
Solid Brand, Standards, per can	20
Solid Brand, E. F., per can	20
Solid Brand, Selects, per can	24
Solid Brand, Extra Selects, per can	26
Standards, per gal.	90
Extra Standards, per gal.	1 00

Oysters fine and cans well filled.

The Queen Oyster Pails at bottom prices.

Mrs. Withey's Home Made Jelly, made with green apples, very fine:

30-lb. pail	65
20-lb. pail	50
17-lb. pail	45
15-lb. pail	40
1 quart Mason Cans	1 40
1 pints Mason Cans	95

Mrs. Withey's Condensed Mince Meat, the best made. 85c per doz. 3 doz. in case:

Mrs. Withey's bulk mince meat:

40-lb. pail, per lb.	6
25-lb. pails, per lb.	6½
10-lb. pails, per lb.	6½
Pure Cider Vinegar, per gallon	10
Pure Sweet Cider, per gallon	12
Fine Dairy Butter, per lb.	20
Fresh Eggs, per doz.	17
New Pickles, medium, barrels	5 00
New Pickles, ½ barrel	3 00
New Sauer Kraut, barrels	4 00
New Sauer Kraut, ¼ barrels	2 50

EDWIN FALLAS,

Oyster Packer and Manufacturer.

VALLEY CITY COLD STORAGE,

Grand Rapids, Mich.

Special Notice.

All smithing coals sold by us we guarantee to be mined from the BIG VEIN in the Georges Creek District. This is the coal so favorably known as Piedmont or Cumberland Blossburg and stands unrivalled for smithing purposes.

S. P. Bennett Fuel & Ice Co.,
Grand Rapids, Mich.

General Stampede

FROM THE

Curse of Credit.

Hundreds of merchants are now abandoning the old-time credit system and discarding the pass book for the cash and coupon book system, which enables the dealer to avoid all the losses and annoyances inseparably connected with the credit business.

If you are a victim of the credit business and desire to place your business on a cash basis, send to us for a catalogue and samples of our several kinds of coupon books, which will be forwarded free on application.

TRADESMAN COMPANY.

PALACINE.

Has proved itself the only perfect illuminating oil.

Why?

BECAUSE it gives a clear, bright light.
BECAUSE it does not cloud the Chimneys.
BECAUSE it does not char the wicks.
And last but not least, does not emit a bad odor.

For sale by all first class dealers, and refined only by

SCOFIELD, SHURMER & YEAGLE.
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Telephone 865.

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The Celebrated
Cleaned Greek Currants
and the Genuine
Cleaned Sultana Raisins.

Prepared by
**Grand Rapids Fruit
Cleaning Company.**

IF NOT, WHY NOT?

These currants are cleaned by a new process (they are not washed like other so-called cleaned currants) and are warranted the year round; ask your jobber for them and take no others claimed to be just as good. Be sure and get them.

Sold by Ball-Barnhart-Putman Co., Musselman Grocer Co., Olney & Judson Grocer Co., I. M. Clark Grocery Co., Hawkins & Co.

For Quotations see Price Current.

Muskegon Bakery Crackers

(United States Baking Co.)

Are Perfect Health Food.

There are a great many Butter Crackers on the Market—only one can be best—that is the original

**Muskegon
Bakery
Butter
Cracker.**

Pure, Crisp, Tender, Nothing Like it for Flavor. Daintiest, Most Beneficial Cracker you can get for constant table use.

Nine
Other
Great
Specialties
Are

Muskegon Toast,
Royal Fruit Biscuit,
Muskegon Frosted Honey,
Iced Cocoa Honey Jumbles,
Jelly Turnovers,
Ginger Snaps,
Home-Made Snaps,
Muskegon Branch,
Milk Lunch.

ALWAYS
ASK
YOUR
GROCER
FOR
MUSKEGON
BAKERY'S
CAKES and
CRACKERS

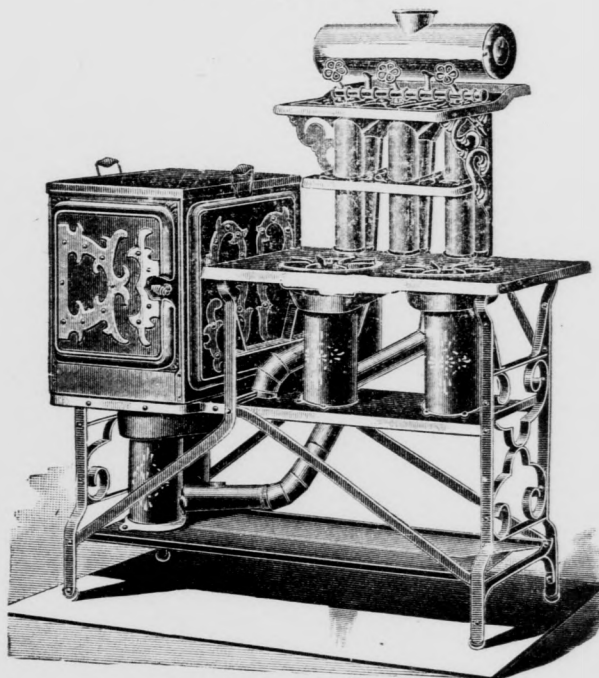
United States Baking Co.

LAWRENCE DEPEW, Acting Manager,

Muskegon,

Mich.

GASOLINE Stoves for 1895.



The Dangler New Process.

Recognized as the one perfect New Process Stove. We will also show you shortly a new gasoline stove that is a winner. Don't tie yourself up on an agency until you see the "NEW GEM." Made only by The Dangler Stove Co. Write for circulars to

**FOSTER-STEVENS
& CO.** MONROE
ST.

Oysters

OLD RELIABLE

ANCHOR BRAND



All orders receive prompt attention at lowest market price.

See quotations in Price Current.

F. J. DETTENTHALER.

117 and 119 Monroe St., Grand Rapids.

H. LEONARD & SONS.

We will be ready for you the First of January 1895 to talk
GASOLINE STOVES.

The "New Process" Stoves

Have been greatly improved and are, without a question, the best vapor stove in the market. Don't think of selling any other stove this coming season if you can get the agency for the "New Process."

Write Us Early.

Don't cost any more than to wait until some one else gets the best selling stove. Be up with the times and get there first.

The Michigan Generator Stoves

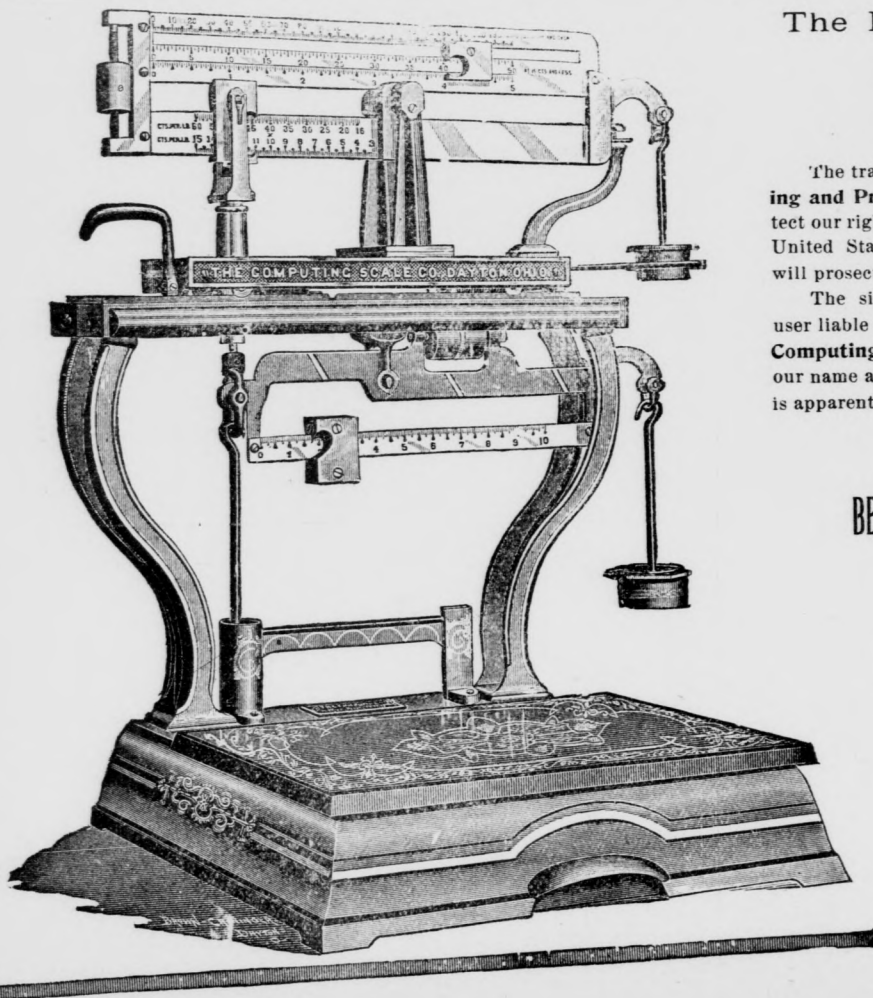
An entirely new line for the coming season. They contain some new features never before shown on gasoline stoves and are only found on the Michigan Stove.

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We are going to give the agency of these stoves to but one dealer in a town, see that you get it—for they are the easiest and best selling generator stoves ever offered.

Write for Catalogue and Discounts.

H. LEONARD & SONS, GRAND RAPIDS, MICH.



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WARNING--To Users of Scales.

The trade are hereby warned against using any infringements on **Weighting and Price Scales and Computing and Price Scales**, as we will protect our rights and the rights of our general agents under Letter Patent of the United States issued in 1881, 1885, 1886, 1888, 1891, 1893 and 1894. And we will prosecute all infringers to the full extent of the law.

The simple using of Scales that infringe upon our patents makes the user liable to prosecution, and the importance of buying and using any other **Computing and Price Scales** than those manufactured by us and bearing our name and date of patents and thereby incurring liability to prosecution is apparent.

Respectfully

THE COMPUTING SCALE CO.

BE SURE YOU BUY THE DAYTON COMPUTING SCALES

See What Users Say:

"We are delighted with it." The Jos. R. Pebbles Son's Co., Cincinnati, O.
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